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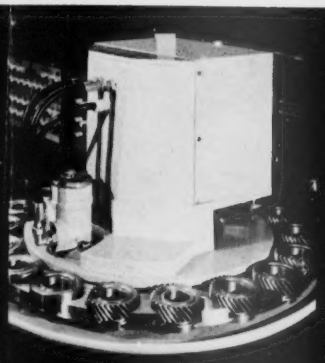

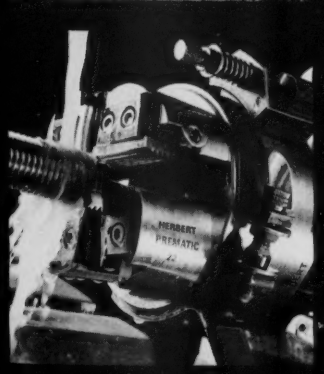

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Trade and Industry

14 July 1978

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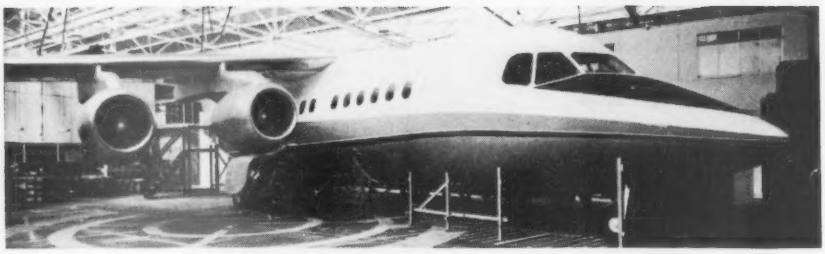
Trade and Industry this week

HOME



Development of HS 146 approved

Government approval of British Aerospace proposals for full-scale development of the HS 146 was announced in the commons by Gerald Kaufman, Minister of State for Industry, on 10 July. The project is expected to provide over 7000 jobs in British Aerospace and a further 4000 to 5000 jobs among suppliers of equipment, and will entail investment of around £250 million.

Mr Kaufman explained that the HS 146 was a four-engined jet aircraft intended to replace turbo-prop aircraft on feeder and commuter routes and, to a lesser extent, small twin-jet aircraft. Two civil versions, covering a range of about 70 to 100 seats, and a military version were proposed. The first civil version of the aircraft should be in airline service by early 1982; a second civil version and a military version should follow. The government, he said, regarded the decision as independent of decisions regarding future collaboration on larger civil aircraft.

Depending on the extent to which British Aerospace arranged to collaborate with other manufacturers, the project would entail an investment of the order of £250 million at today's prices. This expenditure would form part of the corporation's approved capital investment programme which would be financed in the first instance from internal resources and, to the extent that further finance was required, from loans from the National Loans Fund and advances of public dividend capital. British Aerospace would be expected to earn an adequate rate of return on the whole of its capital.

British Aerospace was in discussion with other European manufacturers on collaboration on the HS 146. The engines, subject to satisfactory terms, would be supplied by the United States firm Avco Lycoming. Avco had also offered to act as risk-sharing contractor for the manufacture of the wings; this was being carefully considered by British Aerospace. All such collaboration would enhance the market prospects for the aircraft. Both British Aerospace and the government regard it as of the utmost importance that workers in the aerospace industry should commit themselves to achieving a high level of productivity on this new aircraft and their other work.

Picture shows full-scale wooden mock-up of the HS 146.

and British Airways proposals get go-ahead

Approval for British Airways to buy 19 Boeing 737 aircraft and to enter negotiations to buy between three and six BAC 1-11s was given by Secretary of State Edmund Dell on 10 July. In a written parliamentary answer he said that following BA's proposals put forward in April and after exhaustive discussions and consultations with all interested parties he had decided to grant approval for the purchase of the Boeings.

Mr Dell said that BA had carried out a further evaluation of its needs and at the same time he would grant approval for BA to enter into negotiations with British Aerospace for the acquisition of between three and six BAC 1-11s.

British Airways said that the 737s will take over the short and medium haul routes in Europe and the UK from the early model Trident airliners now being progressively retired from service.

Deliveries of the 737s are due to begin in January 1980 in time to enter service the following summer. All the 19 aircraft will be in service by the end of 1980

Court action against restrictive practices

On Thursday this week, Director General of Fair Trading Gordon Borrie took action in the Restrictive Practices Court against 52 companies which operated unregistered restrictive agreements in the ready-mixed concrete industry and in the supply of copying materials.

Mr Borrie asked the court to declare the restrictions in 60 agreements made by 44 ready-mixed concrete companies to be against the public interest. He also asked the court for orders prohibiting the companies from operating the restrictions and from making any other similar agreements.

The director general also took to court eight diazo copying materials companies which operated restrictive agreements before submitting them for registration.

Rajawella report published

The inspectors' report on the affairs of Rajawella Produce Holdings Ltd was published on Monday. The inspectors, James Michael Buttimer and Ronald Arthur Terence Stanley, were appointed on 23 February 1976 and 29 November 1976 respectively, under the provisions of the Companies Act 1948, to investigate the affairs of the company. They submitted their report on 20 October 1977.

Copies of the report are available from the Department of Trade library, Room LG37, 1 Victoria Street, London SW1H 0ET, price £1.75 post free. The report may be inspected at the Department of Trade library by appointment.

Insurance deposit regulations for overseas companies

Regulations setting out detailed administrative procedures governing deposits which certain overseas insurance companies carrying on general business in the UK will be required to make were published on 10 July.

The requirement to make a deposit was included in regulations published last September which implemented EEC requirements relating to the margin of solvency of general business companies. It applies only to insurance companies covered by those regulations, which have their head office in a country outside the EEC and are either carrying on general business through a branch or agency established in this country or are applying for authorisation to do so.

The new regulations come into operation on 31 July, the same date as the solvency regulations. From that date applicants for authorisation from non-EEC countries will have to make a deposit in accordance with the procedures laid down before they can be authorised. Companies from non-EEC countries

Co-operatives agency chairman appointed

Lord Oram has been appointed chairman of the Co-operative Development Agency. His appointment was announced in parliament on Wednesday (12 July) by Alan Williams, Minister of State for Industry, and follows the creation of the agency as a statutory body on 30 June *(Trade and Industry,* 7 July). Lord Oram, 64, who was a member of parliament from 1955 to 1974, has had a long and varied experience in the British co-operative movement. Mr Williams also announced on Wednesday a new scheme by the Co-operative Bank to help launch worker co-operatives. The bank will make available overdrafts, loans for up to seven years and other forms of finance on terms generally better than those for new business ventures.

which are already authorised to carry on general business in the UK have until 31 January next year to make the deposit.

Copies of the regulations – the Insurance Companies (Deposits) Regulations 1978 (SI 1978 no. 917) – are available from HMSO, price 20p net.

Hattersley says EEC may hinder development of consumer protection

EEC activity may slow down and possibly even distort the future development of consumer protection, said Roy Hattersley, Secretary of State for Prices and Consumer Protection, on Tuesday.

Mr Hattersley, speaking at the International Organisation of Consumer Unions' ninth world congress in London, said that the EEC might affect development in countries, like Britain, where substantial advances had already been made.

There were some activities, such as safety, where a high degree of harmonisation was essential. 'But,' he said, 'when it comes to areas such as advertising and doorstep selling – where national differences are unlikely to affect trade – I believe it is best for the community to confine itself to broad objectives, leaving individual governments free to achieve those objectives in the way which suits them best.'

He continued: 'The commission could act as a catalyst. It could play a valuable part in encouraging an easier flow of information between countries, but it should avoid the kind of detailed control which can so easily become a strait-jacket preventing rather than encouraging action'.

Looking to the future for consumer protection in Britain, Mr Hattersley said that he hoped consumer protection could be increasingly extended, and the least articulate, least self-confident and least self-reliant members of the community defended.

In a complicated industrial society it was not possible for any consumer to possess the perfect knowledge that would protect him from the mighty industrial and commercial organisations, Mr Hattersley said. 'There are groups within the community who are particularly vulnerable to exploitation. By definition they are the people with the smallest incomes and the greatest need to receive value for money.'

Convention for maritime safety

A new international convention on training for seamen was described as 'a major step forward for maritime safety' by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, Department of Trade, in the commons on 11 July.

The convention, the first to cover standards of training, certification and watchkeeping for seafarers, was adopted at a three-week Inter-Governmental Maritime Consultative Organisation (IMCO) conference which ended in London last Friday.

Mr Clinton Davis said that the Department of Trade was immediately beginning a detailed examination of the text of the convention in preparation for its ratification by the United Kingdom. The convention included technical provisions covering the deck, engine and radio departments. These set out mandatory basic principles to be observed in keeping navigational and engineering watches and layed down mandatory minimum requirements for the certification of masters, chief engineers, mates and others in charge or forming part of a watch. The radio chapter dealt with radio watchkeeping and maintenance and establishes mandatory minimum requirements for certification of radio officers, radio operators and radiotelephone operators. For all three departments there were provisions to ensure continued proficiency and up-dating of knowledge.

Following a proposal by the United Kingdom, the conference had developed and incorporated in the convention regulations and supporting recommendations dealing with the special training of masters, officers and ratings of oil, chemical and liquefied gas tankers. A separate chapter specified mandatory minimum requirements for the issue of certificates of proficiency in survival craft.

The convention, like most recent IMCO conventions, incorporated the 'tacit acceptance' procedure which was designed to speed up the process whereby it could be amended and up-dated. It would enter into force 12 months after being accepted by 25 states owning between them 50 per cent of the world's gross tonnage of merchant shipping.

Non-production workers one-third of manufacturing workforce

A third of employees in UK manufacturing industry are non-production workers such as managers, salesmen and technicians. While the proportion of non-production workers has shown a steady increase over the last 50 years it has levelled out in recent years.

These are the main findings of a two-year study by Richard Crum and Graham Gudgin of the University of East Anglia published by the commission of the European communities. The £60,000 study was commissioned and financed equally by the EEC and the Department of Industry. The report, 'Non-production Activities in UK Manufacturing Industry', available from HMSO, price £1.60, is aimed at improving the understanding of non-production activities of manufacturing.

The study found that there were considerable variations between industries and regions, with a maximum of 66 per cent in periodical printing and publishing, down to 11 per cent in manufacture of wood and cork products. The major differences can be attributed to a concentration of scientific and technical workers in the chemicals and engineering industries, and sales and distribution workers in the consumer goods industries.

OVERSEAS

Mexican foreign minister in UK

Lic. Santiago Roel, Mexican Foreign Minister, with Edmund Dell, Secretary of State for Trade on 11 July. Mr Roel was visiting the UK at the invitation of the government and during his visit held talks with David Owen, Secretary of State for Foreign and Commonwealth Affairs, and other government ministers.

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The **Urwick Group** of international management consultants have vacancies for additional professional staff. Successful candidates will be based in the United Kingdom, but will have opportunities to work in other parts of the world. The work, which is demanding, involves the diagnosis of a wide and varied range of industrial and commercial problems and the design and implementation of measures to solve them. Applications are invited from candidates who have a real interest in assisting business to improve its effectiveness. They should be aged between 27 and 35 and should have experience in one of two main functions.

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Applicants should have a university degree or equivalent professional qualification. They will have had some years experience of the marketing of either consumer or industrial goods. During this period, they will have held an appointment involving responsiblity for results, as a marketing manager or sales manager.

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Applicants should have a recognised qualification in accountancy. They will have had some years experience in a senior position in an industrial or commercial organisation with emphasis on management accounting needs and procedures. Knowledge of data processing is essential. Experience of and involvement in the appraisal of commercial opportunities would be a great asset. Management responsibility for the work of others should be included in their experience.

Fluency in Spanish, French or other European language is an important additional qualification. Compensation includes salary, share of profits, car allowance, pension, life assurance and medical insurance. New consultants are seldom asked to move their home on appointment.

Please write in confidence to K. L. Brierly, quoting reference MC/218/TI, giving details of age and salary and describing how you meet these requirements. Men and women are invited to apply.

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Age 29 Salary £6,500+
2. Financial Executive. MBA. ACA good Spanish. A high-flyer with professional merchant banking and industrial holding company experience (Shipping, Hotels, travel, food) world wide. A prize winner who is planning his re-entry into industry.
Age 28 Salary £10,000+
3. **Chief Accountant.** ACA. B.Comm. An energetic New Zealander with successful record in the Australasia Basin with substantial trading group. Seeks a career move to Middle East or Africa to widen experience. Location very flexible.
Age 31 Salary circa £15,000
4. **Financial Executive.** BSc Econ. ACA. Good French. A highly commercially minded executive with international experience in both the profession and industry (textiles, banking, taxation and financial management). Wishes to return to industry with 'sharp end' responsibility.
Age 33 Salary £10,000+
5. **Financial Controller.** ACA, ACMA, ACIS. Good French and German and wide top level international experience in major group. His engineering background has been most useful in major contract negotiations. Seeking career progression with a smaller company.
Age 35 Salary £13,000
6. **Finance Controller/Director.** FCA, ATII. Wide international professional experience includes Iran and Nigeria mainly in construction industry. Contract completed shortly, now seeking new move, location very flexible.
Age 36 Salary (basic) £12,000
7. **Project Manager/International Banker.** AIB. With unique top level experience of the Middle East and East Africa. A highly effective banker, financial manager or business man with entrepreneural talent. Prepared to relocate wherever necessary overseas.
Age 42 Salary £15,000
8. **F/D BA. (Econ).** Fluent French good Spanish. His impressive career in Merchant Banking, financial management and acquisitions covers the Middle East and South America. Wishes to return to overseas appointment.
Age 39 Salary (basic) £12,000
9. **Group F/D.** ACA. Good French. An impressive large manufacturing group top executive with company doctoring experience, especially in management and computer services. Following successful rationalisation promises are not being kept.
Age 39 Salary £14,000+
10. **Group F/D.** MA (Eng) Cantab, FCMA, C.Eng, MICE, MIMC. Good French. An unusual and very able top executive with large group financial and consultancy management background in the engineering and contracting industries.
Age 44 Salary £12,500+
11. **Finance Director.** FCMA. A lively international Professional F/D with large manufacturing group experience covering Europe, America and the Middle East. Having recently set up and sold a M.E. chemical company he now wishes to return to industry – ideally to a UK group.
Age 47 Salary circa £12,000
12. **Business Finder.** MA, PPE (Econ). Fluent French and Spanish. An impressive and successful career diplomat to whose Unctad and Gatt experience, has been added investment management. He now wishes to make more worthwhile use of this ability. Location and remuneration entirely flexible and negotiable.
Age 62

MARKETING

13. **Saleswoman.** ACA. An attractive French/English bilingual French national who wishes to be UK based but prepared to travel world wide. Highly numerate with a good sales personality.
Age 21 Salary £3,000+
14. **Export Manager.** MA (Cantab). Fluent German, Dutch, French and good speaking Cantonese. A tough, able and dedicated exporter with 5 years of textile and general trading experience throughout Far East and Indonesia. Prepared to locate as necessary to use his languages and agency management experience.
Age 25 Salary £7,000+
15. **Export Marketing Manager.** MBA with 7 very successful years in selling automotive products world wide. Frustrated in present slow moving company seeks a more demanding role with more dynamic company.
Age 27 Salary £6,500+
16. **Marketing Manager.** With 9 years successful experience in paper and plastics manufacture and distribution world wide. Promotion blockage.
Age 29 Salary £9,000
17. **Marketing Executive.** BA (Hons), MA. Good French. A highly intelligent manager with 8 successful years in senior level government service. Particularly experienced in East-West trade relating to communications and transport. Seeking a new career in industry.
Age 31 Salary £6,500+
18. **Sales/Marketing Director.** F.Inst, MA. Most successful career in sophisticated equipment and business systems covering markets in Europe, Africa and America. Has controlled a substantial sales force and is excellent general management potential.
Age 33 Salary £14,000
19. **Export Sales Manager.** Fluent French good German, with successful export experience in industrial instruments and manfactured chemical products.
Age 30 Salary £6,000+
20. **Marketing/Planning Manager.** MA (Cantab), MSc (Econ), MBA. Fluent French good Italian. An impressive large group senior executive with merchant bank and industrial management experience in high technology companies, including treasury and venture capital management.
Age 36 Salary £13,000
21. **Marketing/Sales Manager.** Some French and Italian who has had considerable success in very large wholesale and retail enterprises particularly those with 200+ outlets in the food and other f.m.c.g. industries.
Age 44 Salary £12,000+
22. **Export Marketing Manager.** BA Hons. His successful international experience covers tea (T.O. £7 million) toys, as well as 4 years with durable consumer goods and toiletries. Promotion blockage.
Age 34 Salary circa £10.000
23. **Head of Public Relations.** BSc (Econ). Good French some German and Spanish. Experienced journalist mainly in economic and political affairs – especially on behalf of free enterprise. Seeking a fresh opportunity.
Age 53 Salary circa £12,000
24. **Business finder.** BSc (Pure maths). Diploma in Radio Physics. Fluent French, German, Danish. With an excellent scientific and commercial background at governmental levels, especially concerning the EEC. Seeking a new career in industry.
Age 55 Salary circa £7,000

GENERAL MANAGEMENT

25. **Senior Engineer.** BSc Eng Civil. Good French with 5 years practical experience including 2 in Nigeria. Contract nearing completion and wishes to return overseas.
Age 27 Salary (basic) £7,000
26. **Electrical Supervisor.** Some French and Arabic. A mature and active young contract electrical engineer for all services up to 11kV on large construction contracts. Has Saudi and Libyan experience. Seeks career progression for his next move.
Age 30 Salary (basic) £10,000
27. **Group Buyer.** Holds Private Pilots licence and Radio operators licence M.Inst. Good sciences. An enterprising executive with good knowledge of timber and building products. Current rationalisation successfully completed. Now seeking career move leading towards general management.
Age 43 Salary £12,000
28. **Senior Plant Manager.** MPMA. Tough and experienced, with large international company experienced, including all forms of plant, crushers and cranes. Currently responsible for £20 million equipment in Middle East. Seeking career progression, location flexible.
Age 49 Salary (basic) £15,000
29. **General/Finance Manager.** BA (Cantab), ACA. Fluent Danish some French and German. His European conglomerate experience includes airlines, shipping, engineering and insurance. Has worked in Scandinavia, Middle East and Nigeria. A self starter who seeks a fresh opportunity with a European or American base.
Age 34 Salary £15,000
30. **Management Services.** BSc (Econ) Hons. Very successful career in highly technical engineering environment including Contract Leasing experience of sophisticated capital equipment. Seeks a career move leading towards general management.
Age 39 Salary £9,000
31. **Personnel Manager.** MIPM.M.Inst. Work Study. An impressive career in manufacturing with multi-union and multi-site situations. (Work force 4500+). Seeking new opportunity.
Age 45 Salary £9,000
32. **General Manager.** Dip. Eng. (Elect.) Hons. His wide range of experience covers management of manufacturing subsidiaries in Nigeria, Zambia and the UK. With his successful record he seeks a fresh challenge. Location entirely flexible.
Age 39 Salary £10,000+
33. **General Manager.** MA, (PPE). Fluent Chinese, good Malay and French. A well disciplined man with international experience in most aspects of telecommunications including recruitment and training. A virtually unique knowledge of the Far East. Looking for ultimate career move.
Age 56 Salary £10,000+
34. **Marketing/General Manager.** PhD, MSc, MA (Cantab). Working French and some German. Vigorous, intelligent and completely flexible as to location. Wishes to move to a more dynamic company which could include Marketing and Planning.
Age 36 Salary £15,000
35. **General Manager.** Fluent Danish, Swedish, German and French. With substantial manufacturing and marketing experience in Europe. Wishes to return to similar post in UK. Has an excellent growth record.
Age 45 Salary circa £15,000
36. **Chief Executive.** Dip. Ingenieur Elect. Billingual English/German some Portuguese. His impressive international experience covers heavy industrial 'turn-key' projects installation (c. £60 million), engineering services and manufacture world wide, especially in the coal, gas and steel industries. Location very flexible within English speaking countries.
Age 48 Salary £25,000+

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

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Priced publications are obtainable only from HMSO or through booksellers. Some general leaflets, advice and information are available free of charge from HSE Area Officers or by post from the General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext. 734).

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Home news

SWPs successfully implement Industrial Strategy

'The Industrial Strategy is producing a growing list of achievements by the sector working parties', said Les Huckfield, Parliamentary Under-Secretary of State, Department of Industry, in Oxford on 6 July. 'We are seeking on a tripartite, sector-by-sector basis to involve everyone in industry in making British industry internationally competitive whether by using larger shares of overseas markets or by combatting the rising levels of import penetration'.

The importance of increasing productivity could not be overstated, Mr Huckfield said. It was what the Industrial Strategy was all about, to bring about through co-operation and agreement significant improvements in performance and productivity. Already the sector working parties had made genuine progress in identifying areas in which productivity could be increased.

The industrial trucks SWP, for example, had made some international comparisons as part of its study of production methods. Also management and the unions in the domestic electrical appliances SWP had identified constraints on productivity and recommended changes in methods and procedures. The clothing industry productivity resource agency had been set up as a result of a recommendation by the clothing economic development committee with the aim of assisting the clothing industry to achieve its full productivity potentials.

Mr Huckfield went on to say that many SWPs had done excellent work in trying to develop better customer and supplier links in order to further import substitution. The ferrous foundries SWP had stimulated more interest in direct exports of castings and import substitution. Two companies in the sector covered by the food and drink machinery SWP had taken action in developing new equipment in support of the SWP's work of highlighting import substitution opportunities.

Work on import substitution was also going on in the domestic electrical appliances, clothing, telecommunications and electric motor areas, to name only a few. For example, the domestic electrical appliances SWP had identified product areas where imports were high and companies are evaluating their investment intentions accordingly. The printing machinery SWP had set up a customer requirements action team to investigate areas of the market at present poorly served by UK companies as well as to search for market gaps which could be filled from the UK.

As a result of close liaison between the pharmaceuticals and specialised organics SWPs at least three UK pharmaceutical firms had approached the leading UK chemical intermediate manufacturers with a view to sourcing an increased proportion of their materials in the UK instead of importing them. The food and drink manufacturing EDC and the food and drink processing SWP had set up a joint steering group of machinery makers and users to find out what types of machinery were imported and why. The object was to help UK machinery manufacturers increase their share of the home market by improving their marketing and machinery development links with UK users, and by filling gaps in their product range.

'This sort of action is essential if we are to make a reality of import substitution. It will, I am convinced, be of greater long-term benefit than any "Buy British" campaign which could be mounted', concluded Mr Huckfield.

Comments asked for on prices orders amendments

Proposals for amendments to two of the statutory instruments concerned with the implementation of the government's prices policy were sent to interested organisations and professional bodies on 5 July. The proposals from the Department of Prices and Consumer Protection follow from the ending of statutory profit margin controls on 31 July and simplify certain information requirements. These changes should reduce the administrative cost of the prices legislation to both industry and the Price Commission, without affecting the ability of the commission to perform its tasks, which remain unchanged.

The two statutory instruments affected are the Counter-Inflation (price code) Order and the Prices and Charges (notification of increases and information) Order. The changes will complete the transition begun in August 1977 from the automatic and arbitrary price controls of the old price codes to the more flexible permanent system of investigations and examinations of prices established by the government under the Price Commission Act last year.

The present price code will be replaced after 31 July when the profit margin controls come to an end, as provided for in the Price Commission Act 1977. A price code will remain but in future it will simply give guidance to the commission in performing certain of its functions under earlier legislation – for example, the duty to keep certain matters under continuous review. The effect will be to establish the same guidelines as laid down in section 2 of the Price Commission Act for the commission in all its activities.

The notification and information order defines the enterprises which must notify intended price increases to the commission, submit periodic returns, or maintain suitable records. It also specifies the information which must be included in the notifications, returns and records. The government proposes three main changes:

☐The requirement that all firms above a certain size should submit periodic returns to the Price Commission, or maintain suitable records open to inspection by the commission, should be abolished. This requirement was originally introduced to facilitate the enforcement of the price code. The information will no longer be needed for this purpose after July. The commission retains its powers to require production of relevant information when it wishes to conduct an investigation or examination.

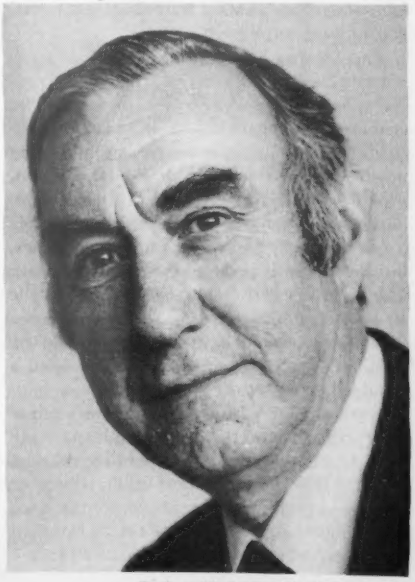
☐The levels of annual sales above which firms are required to notify price increases in advance should be raised so as to keep the number of notifying enterprises approximately the same as in 1977-78.

☐The information requirements for firms notifying increases should be simplified. The Price Commission has found that at present

New industry chief for east Midlands

The new regional director of the Department of Industry in the east Midlands is Josh Hall, who has moved to Nottingham from Leeds where for the past 10 years he has been director (development) for the Yorkshire and Humberside regional office. Mr Hall, 56, succeeds Norman Lott, who has retired, and he has arrived in Nottingham after a civil service career that has taken him to London, Wales, Manchester and Newcastle in addition to Leeds.

Picture: Evening Post, Notts.



it usually receives more information from firms than it needs.

Copies of the consultative paper can be obtained from Room 2722, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 5715. The department has asked for comments by 17 July. It is intended to bring the revised orders into effect on 1 August.

SSEB bowed but unscathed by prices report

Finding the right basis for pricing in the electricity supply industry would need considerable further study by the South of Scotland Electricity Board, the government and others concerned, said the Price Commission in its investigation report published on 6 July. The report (HC 535), available from HMSO, price 80p, makes no statutory recommendations for restricting the board's prices, but contains a number of observations affecting the electricity industry and nationalised industries generally, quite apart from those directed specifically to the SSEB.

Commenting on the report, Roy Hattersley, Secretary of State for Prices and Consumer Protection, after having consulted the Secretary of State for Scotland, welcomed the intention of the board not to raise electricity prices again before April 1979.

Mr Hattersley noted the commission's suggestion that further in-depth study will be required to establish the right basis for pricing in the electricity supply industry in Scotland. He drew attention to the government's statement in the recent white paper on the nationalised industries (Cmnd. 7131) that financial targets for the industries would be set as soon as possible. The commission had rightly stressed the importance of these targets in its report and he recalled that, as the white paper stated, financial targets would determine the general level of prices charged by the industries and would be set in the light of general policy objectives including consideration of social, sectoral and counter inflation policies. The targets would also reflect the need to cover costs including the opportunity cost of capital but would generally be set before the charging of interest, and thus before any 'gearing adjustment' such as has been proposed by the accountancy profession.

The commission's concern at what it regarded as the arbitrary nature of the provision in the safeguard regulations for a 40 per cent enhancement of depreciation charges calculated on an historic cost basis had been noted. The government, Mr Hattersley said, supported moves towards establishing a standard for inflation accounting and would apply it as appropriate to the nationalised industries, but there was at present no agreed standard. The government therefore considered that the 40 per cent uplift provisions as a step in the direction of inflation accounting should be retained in the safeguard regulations until a standard was produced.

Sympathising with the commission's reluctance to accept this mechanical uplift as being consistent with its statutory operating criteria, he noted that the 40 per cent uplift, which the SSEB was permitted to make under the price code, might generally understate the eventual proper depreciation charge for many firms.

The commission reported that the SSEB had gained little from having a fuel clause and that this had confirmed its view, made in a previous report to the secretary of state, that the fuel cost adjustment (fca) in England and Wales should be abolished or simplified. Mr Hattersley said that he was most interested in the fact that the SSEB saw no need to incorporate an fca in its tariffs to domestic consumers. The government was considering the question of the fca and was awaiting the outcome of a review by the industry itself in England and Wales.

In the light of discussions which had taken place with the board, Mr Hattersley commented on the point raised by the commission that the practice of the board to provide for unitemised contingency provisions might conceal inefficiencies. The board had stated that its contingency provision was smaller than the aggregate of component items and was designed to avoid passing on to consumers costs which might not arise. It also considered that it was impractical to assess precisely the contingent future obligations for which the general reserve was held and that its practice in connection with its general reserve was fully in accord with best accounting practice.

Budget changes affect July pay

Pay packets, from 12 July, will show the effects of tax relief proposed in the April budget backdated to 6 April. For example, for people with weekly earnings of between £50 and £100 the July rebate is £18.17 and the weekly reduction thereafter will be £1.30. This follows the Chancellor of the Exchequer's proposal in the budget for the introduction of a lower rate of tax of 25 per cent on the first £750 taxable income and changes in the bands of income chargeable at the basic and higher rates.

The Inland Revenue also announced last week that the government will not seek to alter the amendments made at committee stage of the Finance Bill, to reduce the basic rate of income tax for the income year 1978-79 from 34 per cent to 33 per cent, nor the amendments made on the higher rate bands and thresholds. These amendments have no statutory force until enactment of the Finance Bill, if confirmed, they will take effect on 6 April 1978.

It will not be possible to give effect to the 33 per cent basic rate nor the changes in higher rate bands and threshold until new tax tables have been printed and distributed to employers. Because tax tables incorporating a lower rate are considerably bigger than tables used in recent years, this will take some time. The new tables required will be supplied to employers for use from 9 November 1978, giving effect to any weekly/monthly reductions in tax, as well as any rebates from 6 April.

The tax tables taking into account the new lower rate band and the original budget proposals for changes in the bands of income chargeable at basic and higher rates, together with revised codes for taxpayers with more than one employment, will be coming into use on 13 July.

Borrie cracks down on rogue garages

A nationwide drive against car dealers and garages who cheat customers, and sometimes put their lives in danger, was started on 6 July by Gordon Borrie, Director General of Fair Trading. He is to crack down on traders who cause untold trouble for their customers and give the rest of the motor trade a bad name.

'I'm talking about garages which botch repairs or mislead customers about the extent of repairs needed; about firms which sell unroadworthy cars, lie about the condition of a car or use all sorts of tricks to disguise serious faults. Dealers who turn back mileometers to give false readings – sometimes by as much as 40 000 miles – are a particular problem. These unsavoury firms represent a minority of the trade and yet cause a substantial majority of the car complaints notified to my office – almost 60 000 in 1977', Mr Borrie said.

He explained that he has started his campaign by writing to the chief trading standards officers in 24 areas throughout the UK where the activities of rogue car dealers and garages are causing particular concern.

Where, on investigation, there is clear evidence of persistent unfair trading he could act in two ways. He could withhold, suspend or revoke a Consumer Credit Act licence. As most car dealers depended on being able to arrange hire purchase for customers, the refusal or loss of a licence could make a considerable impact on their business. It was a criminal offence to arrange credit without a licence – an unlicensed trader faced unlimited fines or imprisonment.

He could also demand written promises of future good behaviour from unfair car dealers, with the sanction of court action if the promise was either refused or broken.

Consumer group CAC opened in Leamington

Leamington and Warwick Consumer Advice Centre, the first in the country to be operated by a consumer group and the first in Warwickshire, was opened in Leamington on 5 July by John Fraser, Minister of State, Department of Prices and Consumer Protection. These centres did not duplicate: but complemented the work of professional trading standards officers said Mr Fraser. 'The task of a consumer advice centre (CAC) is to give informed impartial advice to shoppers and traders alike. They are not mere complaints shops, nor trader bashers.'

He believed that advice and information was an indispensable element in making the market and competition work for the benefit of consumers and reputable traders. To begin with, the range of products, prices, materials and qualities was so great that it required a consumer of great sophistication always to make the right choice or decision totally without advice. Secondly, goods were sometimes faulty, rights were breached, service was inadequate, deliveries were delayed and if the initial complaint did not settle the matter then

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it was economical and sensible to seek advice and a conciliation. The shopper might be wrong, and telling him that was just as valuable as telling him that he was right.

When looking at the modest cost of these centres, Mr Fraser said that it ought to be remembered that through advertising and sales techniques, distinguished artists, scientists and businessmen were engaged in a massive use of resources to persuade people to buy things they did not realise they wanted, sometimes with money they had not got and to make them feel like people the were not.

Success of the centres depended on many things. The most important he concluded was to build up good relationships not simply with its clients – the shoppers and traders – but with other organisations which existed to help and advise.

NEB backs new medical scanner . . .

J and P Engineering (Reading) Ltd, a private British company engaged in manufacturing high technology engineering and electronics for scientific research establishments and hospitals over the last 25 years, has negotiated finance for expansion from the National Enterprise Board following clinical trials of its first isotope tomographic scanner. This produces images of cross sectional slices of the brain and other parts of the body at one-third of the price of X-ray CT scanners.

During the three-year final development period the company has been encouraged by the Commercial Bank of Wales, which will be continuing and extending its support. The NEB will provide extra capital to allow the fullest possible participation in the potential world market for isotope tomographic scanning, which could reach £20 million per annum. The NEB will be providing £100,000 in equity for a one-third stake and £100,000 in unsecured loans.

Using the simpler technology of isotope imaging, the Tomogscanner will bring CT scanning within the reach of many more patients world-wide. As it images body function rather than static structure, it will also complement X-ray CT scanners in the best equipped centres. The investment will enable the company to exploit fully its present lead in this important new diagnostic technique.

. . . and is to share in Logica restructuring

Agreement in principle has been reached whereby a new holding company will be formed to purchase Planning Research Corporation's (PRC) shares in the Logica group of companies for a consideration of approximately £4.2 million. The Logica staff shareholders will hold 51 per cent of the new holding company. It is intended that the National Enterprise Board will hold between 20 per cent and 30 per cent and that the balance will be held by other substantial organisations, primarily European.

PRC, said to be the world's largest diversified professional services organisation, provided financial backing for Logica from the start of its operations in 1969. Logica and PRC will continue to co-operate on projects where the capabilities of the companies are complimentary. It is now felt that Logica share structure should be changed to reflect the operations of the group. Therefore, particular emphasis is being placed on the entry of external shareholders from Britain and Holland.

An important aspect of the proposed agreement is the role that Logica will play in software products and office systems, two key growth areas in the computer market. On the software side, Logica is considering areas of co-operation with Insac, NEBs wholly owned subsidiary. On office systems, Logica has one of the leading European word processing operations and both NEB and the company feel that this activity is capable of considerable expansion.

Success of industrial Strategy 'in industry's hands'

Only industry itself can cause industrial performance to change within the framework of the government's Industrial Strategy, says Geoffrey Chandler, director general of the National Economic Development Office. The following is extracted from his speech to the Scientific Instrument Manufacturers' Association in London on 6 July.

When my appointment was announced a number of journalists suggested to me that the National Economic Development Council was certainly boring, possibly dangerous. Both these epithets deserve rejection; only the second needs explanation. I was told that this curiously British institution, lacking both legislative and executive power, might further the corporate state. I am not too sure that the critics have any precise idea of the historical precedents for the corporate state; but they envisage a situation in which government bosses, management bosses, and union bosses ordain affairs for their own ends at the expense of the individual citizen. This would be repugnant indeed, but I believe it has no foundation. In the first place the existence of Neddy does not absolve government from governing, managements from managing, or unions from looking after the interests of their members. In the second, this country has an unrivalled tradition of using democratic mechanisms to produce representative solutions, and so long as these are used we have nothing to fear.

Our economic decline had generally been explained in broad simplistic terms – too little investment, or too much union power, and solutions have matched diagnoses in their simplicity, while monetarists and Keynesians battled in the clouds overhead about the means of salvation.

We now know better. The tripartite dialogue of the Industrial Strategy, for which Nedo is the implementing agent, has clearly identified the complexity of the causes for our failure, industry by industry, sector by sector, showing that there is no simple overall cause and no simple overall solution. A variety of inadequacies in relation to our competitors – of resource productivity, of design, of production, of marketing, of producer-customer relations (often astonishingly non-existent), a lower value per ton of exports than our competitors – all these have led to diminishing export share and growing import penetration.

Many people view government as the main cause of our difficulties. Many people look to government for the remedy. And indeed governments throughout this period have been to blame for shifting and inconsistent industrial policies. Moreover governments have a crucial role in setting the necessary stable conditions for industrial growth. But the analyses undertaken within the context of the Industrial Strategy have shown that however good the framework provided by government, this alone will not cause industrial performance to change; the appropriate framework must be matched by appropriate effort from within industry itself if we are really to reverse the trend.

Just as the decline has continued over decades, so the recovery, which can undoubtedly come if we have the will, will take many years. And therein lies a danger that people may tire of something that by its very nature cannot bring dramatic results – any more than the individual symptoms of decline were dramatic if taken in isolation. I believe there are three potential dangers today to the Industrial Strategy. The first is scepticism deriving from ignorance of what is being done. The second is the scepticism of those who believe that only visible action is progress, who ignore the conditioning of a climate, and are not prepared to stay the course. The third danger is that this process could become involved in the electoral battle which will shortly surround us, though I am encouraged by the statements of both government and opposition that continuity is seen as vital to our industrial recovery.

I would say quite categorically that this is not a partisan issue. The tripartite concept has been long established. Its application has been sharpened by the approach to an Industrial Strategy and is proving a technique for tackling our problems which we cannot afford to jeopardise. Continuity for industry is essential. Whatever the policies that government determines, they alone cannot solve our problems; and this painstaking, often painful, and inevitably lengthy exercise must be the concomitant of appropriate economic policies at national level.

ICFC doubles investment in small and medium firms

Investments in loans and shares by Industrial and Commercial Finance Corporation Ltd, a major source of term finance for small and medium sized companies, totalled a record

£50 million for the year to 31 March 1978. This was nearly double the £26 million for the previous year.

A total of 518 customers received advances, an average of £97,000. At the smaller end of the scale just over 300 customers were advanced amounts of between £5,000 and £50,000.

In addition to medium and long term loans, ICFC provided risk capital in amounts starting at £5,000. At the year end its equity portfolio amounted to £58 million, representing investments in 720 companies.

Technical Development Capital Ltd, the ICFC subsidiary which provides capital for worthwhile technological innovations, invested £955,000 during the year.

ICFC's chairman, Lord Seebohm, said, 'Much attention has been paid to the problems of smaller businesses by politicians and the press, and in evidence to the Wilson committee. Their importance in the creation of national wealth and employment is now widely recognised.'

Phoenix rises in SDA factory

Fourteen days after it was forced out of its premises at Dalmarnock Road, Glasgow, by a disastrous fire, the bedding manufacturing firm of Andrew Sharp and Sons was given entry to the first Scottish Development Agency factory to go into production at Cambuslang, the site of a former steel works.

This new factory was officially opened on 30 June by Gregor Mackenzie, Minister of State at the Scottish Office. He said, 'Today's opening marks a double recovery – not only of an area of industrial dereliction where jobs have disappeared, but also of a company whose former factory was burnt down just a month ago. It is tempting to talk of the Phoenix! I congratulate the management and staff on the speed at which they have moved, lock, stock and barrel, to their new factory and restarted production. This new factory is double the size of their former premises, and I understand that they have firm plans to double their workforce.'

Another agency factory of over 930 m² on the Cambuslang Industrial Estate has been allocated to Maxco Foods Ltd which will eventually mean 50 new jobs. Negotiations are well advanced for tenants of the remaining two SDA factories on the estate.

Start made on factory at Rawtenstall

Work is about to start on a 900 m² advance factory for the Department of Industry on the department's new site at Clough Fold, Rawtenstall, Lancashire. The premises are expected to be ready for occupation in January 1979.

Inquiries regarding purchase or lease should be addressed to Mr P. R. Davidson, Department of Industry, North West Region, Sunley Building, Piccadilly Plaza, Manchester M1 4BA, tel. 061 236 2171 (ext. 646).

Factories near completion in Norfolk

Construction of four advance factories at Maryland, Wells next the Sea, Norfolk, is due to be completed in mid-July. The advance factories have been designed and constructed by the Council for Small Industries in Rural Areas (Cosira) and financed by the Development Commission. They are built to a high standard, and therefore maintenance costs are low.

These advance factories are part of a scheme to assist rural areas in England which are suffering from depopulation, unemployment and population imbalance and are designed to increase the prosperity of certain rural areas through the creation of additional jobs. Similar factories are also being constructed in Norfolk at Fakenham and North Walsham.

Small firms interested in applying for one of the factories at Wells should contact Mr H. N. F. Langley, Cosira, Augustine Steward House, 14 Tombland, Norwich, tel. Norwich 24498.

Factories to be built in Highlands and Islands

A £1.5 million new building programme which will create an additional 5000 m² of factory space in the Highlands and Islands over the next three years has been launched by the Highlands and Islands Development Board.

The scheme involves two types of building – advance factories of 560 m² for some of the area's larger population centres, and advance workshops of 190 m². Most of the smaller units will be built in the smaller towns, but two each will be located in Thurso and Fort William to serve as nursery units for manufacturing, craft or key service firms.

It was emphasised in the board's announcement that the purpose was to create additional employment in the area. The main test to be applied in allocating factories to individual firms will be the number of net additional jobs provided.

Arrow takes second government factory

The expansion of a northern firm was a success story that showed the way for other companies said Alan Williams, Minister of State for Industry, when he opened a second factory for Arrow Construction Equipment Ltd at Blyth, Northumberland on 5 July. Mr Williams pointed out that at the bottom of a slump the Department of Industry had still managed to let 44 of its factories in the north in the first six months of 1978.

In the last year 37 per cent of all the government's regional development aid had gone to the north. Since 1965, 380 companies had come from outside the region to set up in the north and they had brought with them 50 000 jobs. He was glad that Arrow's success story had taken place in a government factory because it is not always appreciated how many government factories provided jobs in the north. A total of 80 000 people were now working in government factories in the region.

Arrow construction has been exporting 95

Waste management centre opened

Thurrock waste management and land reclamation centre, which was opened by the Prince of Wales on 7 July, is shown in the picture. Hazardous and toxic waste from industry is converted into an inert synthetic rock which is particularly suitable for land reclamation. This technology has been developed by Leigh interests Ltd and Turnel Holdings Ltd and is being applied through the Stablex group of companies.

per cent of its output to 60 countries. Ted Nancarrow, managing director, announced at the factory opening that the firm was currently exporting to the Ministry of Defence in West Germany, Tahiti and Saudi Arabia. He also said that a high powered Russian delegation was to visit the firm in October and that Arrow was spending £45,000 on setting up a resident salesman in Dubai.

Terms of Albright and Wilson takeover accepted by industry department

Tenneco Inc and Alan Williams, Minister of State for Industry have discussed Tenneco's offer for all the share capital in Albright and Wilson Ltd not already owned by Tenneco. The company has assured the government that it will continue to support the active part which Albright and Wilson has played in the development of the government's Industrial Strategy.

Tenneco aims to strengthen Albright and Wilson's competitive position in world trade by the infusion of capital where needed and by the maintenance of sound management practices, including in particular enlightened and progressive industrial relations. If this aim succeeds, further employment and capital spending will follow. Albright and Wilson will continue to operate as an autonomous subsidiary of Tenneco.

Tenneco has assured the government that it has no intention of selling either equity in Albright and Wilson or any of that company's major facilities. The company has undertaken that if ever future events were to make this necessary or desirable it would consult with the government beforehand.

Mr Williams informed the companies that on the basis of these assurances about the plans for the future of Albright and Wilson given by Tenneco, the Department of Industry sees no grounds for using its powers under part II of the Industry Act 1975 in relation to the proposed change of ownership.

Energy managers to graduate this summer

A new four-year energy technology course at Aston University could become the principal training ground for the future energy managers of British industry. It is to produce its first graduates this summer.

Students on this broadly-based course study not only mechanical and electrical engineering but also the economics of energy conversion. It is a sandwich course aimed at developing professional engineers able to deal with many aspects of energy conversion.

Professor John Davies, one of the originators of the course and chairman of its steering committee, said that with the increasing price of energy more and more companies would see the need to appoint energy managers. 'This course will ensure that people with the right training are available. The broad training received by students on this course will equip them for many senior posts in industry.'

The course was designed after close consultation with industry and its first 15 graduates, who graduate on 6 July, are Central Electricity Generating Board staff trainees. Other companies have expressed a strong interest in the course and the British Steel Corporation will be sponsoring students for next year.

Over 100 000 work-experience places available in youth programme

The youth opportunities programme, to which the government had devoted over £160 million in a full year, has over 100 000 places available for young people on training and work experience schemes. This approached the target of 130 000 places set for autumn, said Geoffrey Holland, director of the Manpower Services Commission special programmes division, at the opening of a youth training centre in Lancashire on 5 July.

The programme, which came into operation earlier this year, has already found 60 000 places on work experience schemes and 40 000 training places supported by industry. During May alone the 3600 approved schemes provided 8400 opportunities for young people who would otherwise be unemployed.

Response to the programme had been 'overwhelming', said Mr Holland, but he stressed its success depended on community and local response. This was important if the commission was to fulfil the guarantee that no jobless Easter or summer leaver would be without the opportunity of a place on the programme by next Easter.

Compensation settled for Swan Hunter companies

The Department of Industry and Anthony Wilson of Price Waterhouse and Co, the stockholders' representative, announced on 5 July that compensation under the Aircraft and Shipbuilding Industries Act 1977 had been agreed for the unquoted securities of the six subsidiaries of Swan Hunter Group Ltd to which the act applies.

The total compensation payable is £15.0 million. A payment on account of £2.35 million towards this total was made in February 1978. The companies concerned are:

Barclay, Curle and Company Ltd
Clelands Shipbuilding Company Ltd
The Goole Shipbuilding and Repairing Co Ltd
Smith's Dock Company Ltd
Swan Hunter Shipbuilders Ltd
Swan Hunter Training and Safety Company Ltd

These are the first unquoted securities for which compensation has been settled. Compensation for unquoted securities is the base value of those securities (their average value had they been listed on the Stock Exchange in the six months ended 28 February 1974) less any deductions appropriate under the act in respect of certain dividends and of certain other transactions.

The total compensation, including the payment on account already made, amounts to 81.66p per ordinary share of Swan Hunter Group Ltd. In conjunction with this settlement, Swan Hunter Group Ltd will repay amounts owing to its vested subsidiaries.

Some £400m spent on air pollution control

An estimate that some £400 million was being spent every year on combating air pollution in England and Wales, despite the effects of the economic depression on investment in improved controls, was given in the 1976 report of HM Alkali and Clean Air Inspectorate of the Health and Safety Executive. 'Health and Safety: Industrial Air Pollution 1976', HMSO, price £3, was published on 4 July.

About £200 million a year was spent by firms registered with the inspectorate, the most potential sources of major industrial pollution, the report disclosed. It added that it was poss-

Lift off

Centrepiece of a recent British Rail demonstration of latest tracklaying and maintenance equipment at Doncaster was this dramatic display of power by two Cowans Sheldon heavy lifting cranes. Capable of lifting 75 tonnes apiece, the two cranes make light work of moving an 80 tonnes BR Class 24 locomotive. Six of the new cranes, with telescopic jibs, are under construction for British Rail and form the backbone of an ever increasing fleet of new high-speed automated track-laying, lifting and tamping equipment designed to keep British Rail, already among world leaders in track design, in the forefront of track-maintenance technology.

ible that a similar sum was spent on reducing emission from works which did not have to be registered.

Particular improvements included marked and welcome reductions in lead and vinyl chloride emissions, the report said, and in one large smelting works the emission of heavy metals was halved. Coke ovens, for long one of the inspectorate's more difficult problems, showed encouraging progress in pollution contol. Also, the report said, there were some impressive improvements in mineral works operations.

In a number of areas where there had been public concern about air pollution, there were now some 50 local liaison committees, established on the inspectorate's initiative, including representatives of the works, the local authority, the general public and the inspectorate.

Too many planning applications allow pollution-causing industrial developments to be sited near houses, shops, schools or hospitals, the report said. The Health and Safety Commission supported the recommendation of the fifth report of the Royal Commission on Environmental Pollution that there should be a mandatory obligation on planning authorities to consult the inspectorate on applications to build or alter registrable works.

An increasing mumber of planners do seek the Health and Safety Executive's advice on air pollution aspects of new applications, with one district inspector dealing with as many as 27 such requests during the year. In accordance with another royal commission recommendation, all infractions against scheduled works are now reported to the local authority concerned.

The report also warns against the practice still carried out by some local planning authorities, of imposing air pollution controls on registered works which by their inflexibility impede progressive improvement, instead of leaving such controls to the alkali inspectorate, as the royal commission recommended.

The Health and Safety Executive research on industrial air pollution, which cost about £60,000 a year, included during the year special sampling and analysis of emission from non-ferrous metal works, work on the development of a continuous chimney monitoring instrument, environmental monitoring for vinyl chloride monomer and the correlation of emissions with effects around a lead works.

One million more air holidays authorised

British air travel organisers have been authorised to offer close on one million more licensable holidays this year than they did in 1977, but slightly fewer than they offered in 1976, according to statistics issued on 6 July by the Civil Aviation Authority.

Following applications made by organisers when renewing their licences, the CAA has authorised the carriage of 8.3 million passengers by them this year, against 7.4 million in 1977 and 8.6 million in 1976. One third, 2.8 million, of all these passengers will be travelling under arrangements made with the top 21 companies who have been authorised to carry 50 000 or more return passengers.

'T' registered cars approved for safety and environmental standards

Regulations made over two years ago provide for the introduction, on a national basis in Great Britain, of a scheme for the type approval of all new passenger cars which are first used on or after 1 August. Manufacturers will have to satisfy Department of Transport engineers that individual components such as seat belts, glass and exhaust systems meet required safety and environmental standards. Before a type approval certificate is granted, an individual vehicle of the type is subjected to inspection. In addition, the department has to be satisfied with the manufacturers' arrangements to ensure that all subsequent vehicles will be constructed to the same standard.

Before a car which is to be first used on or after 1 August and for which a 'T'-suffix registration would be applicable can be registered, the local vehicle licensing office will require evidence that the vehicle has been type approved. This evidence will normally be provided by an entry on the application form for registration and licensing (V55) by the manufacturer or dealer, quoting the type approval certificate number. Any new cars still in dealers' showrooms which have not been type approved cannot be registered on or after 1 August and will not, therefore, be given a 'T'-suffix registration mark.

The Motor Vehicles (Type Approval) (Great Britain) Regulations 1976, as amended, introduced a scheme for the type approval of motor vehicles and their parts. The regulations apply to passenger cars, with certain exceptions, which are manufactured on or after 1 October 1977 and first used on or after 1 August 1978. They provide a number of safety and environmental standards which passenger cars are required to meet before use on the roads in Great Britain.

Particulars of dealers in securities and of unit trusts

The following changes have taken place in parts 1, 4 and 5 of the 1978 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May under the Prevention of Fraud (Investments) Act 1958:

PART 1 HOLDERS OF PRINCIPAL'S LICENCES

Name	Nationality or country of incorporation	Address
ADDITIONS		
Standard Industrial Trust Ltd	Great Britain	Shelley House, 3 Noble Street, London EC2V 7DL
Hinchliffe (J. S. Hinchliffe & Co) Sandra Jean Hinchliffe	Great Britain	Claremont House, Victoria Avenue, Harrogate, Yorkshire
DELETIONS		
NIL		
CHANGES OF NAME		TO
Notcutt Investment Management Ltd		Carter Breed Limited
Stenhouse Fund Management Ltd		Stenhouse Reed Shaw Pensions Services Ltd
CHANGES OF ADDRESS		TO
Emess Securities Ltd		21 Devonshire Street, London W1N 1FN
Carter Breed Limited		St Brides House, 32 High Street, Beckenham, Kent BR3 1AY
Consolidated Credits and Discounts Ltd		Chelsea House, Brentham Holt Road, London W5
John Carrington & Co Ltd		George V Place, 4 Thames Avenue, Windsor, Berkshire SL4 1QP
London and Manchester Assurance Co Ltd		Winslade Park, Exeter EX5 1DS

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Nationality	Address
Chemical Bank	USA	180 Strand, London WC2R 1ET
Banco de Bilbao	Spain	Bilbao House, 36 New Broad Street, London EC2M 1N4

PART 5 AUTHORISED UNIT TRUST SCHEMES

Group and/or Management company	Scheme	Trustee
ADDITIONS		
Crescent Unit Trust Managers Limited 4 Melville Crescent, Edinburgh EH3 7JB	Crescent Tokyo Fund	The Royal Bank of Scotland Limited, 42 St Andrew Square, Edinburgh EH2 2YE
Hambros Unit Trust Managers Limited 51 Bishopgate, London EC2P 2AA	Allied Hambro USA Exempt Fund	The Royal Bank of Scotland London Trustee Company 49 Charing Cross, London SW1A 2DX
Gartmore Fund Managers Limited, Cayzer House, 2 St Mary Axe, London EC3A 8BP	Gartmore Extra Income Trust	Midland Bank Trust Company Limited 27/32 Poultry, London EC2P 2BX
Kleinwort Benson Unit Managers Limited 20 Fenchurch Street, London EC3P 3DB	Kleinwort Benson Smaller Companies Fund	Barclays Bank Trust Company Limited, 54 Lombard Street, London EC3P 3AH
CHANGES		
DELETE		AND REPLACE BY
Reliant Unit Managers Limited Reliance House, Tunbridge Wells, Kent TN4 8BL		Reliance Unit Managers Limited Reliance House, Tunbridge Wells, Kent TN4 8BL

TERMINATIONS

Jascot Sector Leaders Fund terminated on 30 June 1978 pursuant to the winding up of the trust by the Managers under Clause 38(c) of the Trust Deed.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1976)

Additions and amendments to the register
Additions and amendments made to the alphabetical index to the register during the quarter ending 30 June 1978 are given below in Lists I and II respectively. An explanation of the modified form in which these are now being presented, and of the symbols used in the index, was published in *Trade and Industry*, on 7 January 1977 (pages 8 and 9).

Agreements referred to the Restrictive Practices Court
On 10 April 1959 there was published in the *Board of Trade Journal*, page 859, a list of all agreements in respect of which notices of reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the court. Subsequent additions have been published at approximately quarterly intervals; there have been no additions to the list in the period ending 30 June 1978.

Agreements not to be referred to the Restrictive Practices Court
The Secretary of State for Prices and Consumer Protection may, on the representation of the Director General of Fair Trading, give directions under section 21(2) of the Restrictive Trade Practices Act 1976, discharging him from the duty of referring an agreement to the Restrictive Practices Court. These agreements are indicated in the index to the register by the symbol 'B' and any additions during the period can readily be identified from the last column in list II.

'D' and 'F' agreements
Similarly, additions during the period to lists of agreements determined or varied to like effect can be readily identified from the symbol 'D' or 'F' respectively, together with the month and year concerned, given in the last column of lists I and II. This is explained more fully on page 9 of *Trade and Industry*, 7 January 1977.

Inspection of the register
The register may be inspected between 10 am and 4.30 pm on any weekday except Saturday and certain holidays at any of the following addresses:

Office of Fair Trading (Public Search Room), Room 517, Chancery House, 57 Chancery Lane, London WC2A 1SP.
9 Hope Street, Edinburgh EH2 4EL.
Department of Commerce,[1] 176 Newtownbreda Road, Belfast BT1 4JX.

The fee for inspecting the register is £1.00 per day, but if fewer than five agreements are inspected, the fee is 20p for each agreement.

Indices to the register, including ones in which commodities and services are grouped by classes, may be inspected at these addresses free of charge. There is also a card index available for inspection, listing the parties to 'service' agreements in alphabetical order.

[1] Only Northern Ireland agreements can be inspected on demand at this address but other agreements will be obtained for inquirers if required after inspecting the indices.

List I – Additions to register

Registered no. of agreement	Commodity or service	Area if local	See first paragraph on symbols
4530	Bitumen Coated Limestone	Cheshire	D6/77
4531	Bitumen Coated Limestone	Merseyside	D6/77
4532	Bitumen Coated Limestone	Derbyshire	D6/77
4533	Bitumen Coated Limestone	South Yorkshire	D6/77
4523	Bitumen Macadams	Derby	E4/74
4524	Bitumen Macadams	Hagworthingham Lincs	E7/76
4330	Books, paperback		D12/77
4550	Coal	Pembrokeshire, Cardiganshire	D2/78
4195	Concrete, Ready Mixed	Horley, Redhill, Handcross Haywards Heath	D6/77
4267	Concrete, Ready Mixed	Telford	[2]
4268	Concrete, Ready Mixed	Stoke-on-Trent	[2]
4269	Concrete, Ready Mixed	Birmingham, Nuneaton	[2]
4276	Concrete, Ready Mixed	Ilkeston	[2]
4277	Concrete, Ready Mixed	Mansfield	[2]
4337	Concrete, Ready Mixed	Darlington	[2]
4339	Concrete, Ready Mixed	Cumbria	[2]
4358	Concrete, Ready Mixed		
4365	Concrete, Ready Mixed	Bedford	D4/77
4368	Concrete, Ready Mixed	Denham	D4/77
4370	Concrete, Ready Mixed	Leighton Buzzard	D4/77
S/111	Domestic electrical appliance servicing	Scotland	
S/627	Estate agency and allied services	North West Kent	
S/655	Financial services		D3/78
S/646	Funeral services	Cheshire, Clwyd, Gwynedd, Wirral	
S/675	Funeral services	Hull	
S/652	Funeral services	Plymouth	
4114	Golfing equipment		
S451	Inland water transport	London	
S/647	Insurance brokerage		
3978	Jewellery		F3/78
S/369	Jewellery valuation		F3/78
S/659	Loan facilities (Transport)		E7/78
4470	Macadam, coated	Bentley Moor Lane Doncaster	E3/76
4471	Macadam coated	Wakefield Gyratory Scheme, Bradford	E5/77
4519	Macadam coated	Lovell Park, Leeds	E9/76
4520	Macadam coated	Rawdon	E/75
4521	Macadam coated	Devon	E5/74
4522	Macadam coated	Teignmouth, Devon	E4/73
4525	Macadam, coated	Lincolnshire	E12/74
4526	Macadam, coated	Hull	E3/76
4548	Macadam, coated	Devon and Cornwall	D4/77
S/322	Maintenance services		
4228	Photo-prints		
4550	Phurnacite	Pembrokeshire and Cardiganshire	D2/78
S/620	Property manangement services	Scotland	
4548	Roadstone, coated	Devon and Cornwall	D4/77
4557	Road surfacing materials, flexible	Gloucestershire, Avon, Somerset, Wiltshire, Dorset, Hampshire	[2]
4558	Road surfacing materials, flexible	Avon, Somerset, Wiltshire, Dorset, Hampshire	[2]
4508	Sheep dips		
S/656	Ship brokerage – tankers		
S/6	Ship repairing	North east coast	D3/78
4359	Spices		
S/573	Sports – golf		
S/368	Television audience measurement		D7/77
S/409	Advertising, television		
S/687	Agency banking services	Scotland	
4556	Animal feeding stuffs		D5/78
4550	Anthracite grains	Pembrokeshire and Cardiganshire	D2/78
4550	Anthracite nuts	Pembrokeshire and Cardiganshire	D2/78
4470	Asphalt, hot rolled	Bentley Moor Lane, Doncaster	E/76
4471	Asphalt, hot rolled	Wakefield Gyratory Scheme, Bradford	E/76
4503	Asphalt, hot rolled	South Humberside, North Lincs	D9/77
4510	Asphalt, hot rolled	Widnes	E4/77
4519	Asphalt, hot rolled	Lovell Park, Leeds	E9/76
4520	Asphalt, hot rolled	Rawdon	E/75
4521	Asphalt, hot rolled	Devon	E5/74
4522	Asphalt, hot rolled	Teignmouth, Devon	E4/73
4523	Asphalt, hot rolled	Derby	E4/74
4524	Asphalt, hot rolled	Hagworthingham, Lincs	E7/76
4527	Asphalt, hot rolled	Cheshire	E5/77
4528	Asphalt, hot rolled	Skelmersdale	E5/77
4529	Asphalt, hot rolled	Warrington	E6/77
4548	Asphalt, hot rolled	Devon and Cornwall	D4/77
S/639	Banking services	Scotland	
S/615	Television audience measurement		
S/622	Television audience measurement		
S/623	Television audience measurement		E7/77
S/405	Television-Inter-company facilities		
4362	Weighing machine – electronic parts		

Note [2] Agreements which are understood to have been abandoned, but formal confirmation is awaited.

List II – Amendments to the index

Registered no. of agreement	Register index entry	Area if local		Amendment
S/457	Administration (car leasing)			Add B4/78
S/202	Advertising			Add B4/78
4115	Agricultural Machinery			Add D5/78
S/138	Computing service			Add B/4/78
3997	Computer software			ADD D10/77
S/264	Distribution of circulars			Add D2/78
3994	Electrophotographic copies and components			Add D8/77
3850	External plant telephone cable		D3/75 C5/76	Add C3/77
3852	External plant telephone cable		D3/75 C5/76	Add C3/77
3853	External plant telephone cable			Add C3/77
S/275	Finance			Add B4/78
S/458	Financial services			Add B4/78
3868	Hi-fi equipment			Add B4/78
S/349	Loan facilities			Add B4/78
S/457	Loan facilities (car leasing)			Add B4/78
S/599	Racehorse training			Add F2/78
1597	Repairing of ships coast	North east	F12/61	Add D3/78
3851	Switchboard cables		D3/75 C5/76	Add C3/77
4091	Video tapes			Add B4/78

Hepworth Ceramic Holdings Ltd and H & R Johnson-Richards Tiles Ltd

Since the proposed acquisition by Ceramic Holdings Ltd of H. and R. Johnson-Richards Tiles Ltd has now been abandoned, the Department of Prices and Consumer Protection has given consent to the Monopolies and Mergers Commission to lay aside the merger reference made on 25 May 1978.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Unigate Ltd and Carding Group Ltd.

Dana Corporation and Turner Manufacturing Co Ltd.

William Prym Werke KG and Newey Group Ltd.

Tenneco Inc and Albright and Wilson Ltd.

Degree day service: figures for June

Degree day figures for June, published by the Department of Energy, are shown in the table. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet 'Degree Days' (no. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

June degree days (base temperature 15.5 degrees C)

Region	Calculated average for June 1957-77	1977 June	1978 June
Thames Valley	49	81	52
South East	75	102	74
Southern	69	103	73
South West	60	86	62
Severn Valley	58	100	66
Midland	78	122	86
West Penines	67	101	86
North West	83	106	95
Borders	108	148	115
North East	78	118	93
East Penines	67	106	82
East Anglia	73	105	72
West Scotland	84	103	89
East Scotland	102	129	105
North East Scotland	112	148	115
Wales	83	120	96
Northern Ireland	86	114	99

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified.

23 June 1978

1329014 The Post Office
Injection mould for jointing or repairing electric cables
1344312 The Post Office
Digital encoding system
1356102 The Post Office
System for detecting malfunctioning of a digital transmission channel

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...an even better service

The new Gelders Spetra livery, now being seen on our trucks all over Europe, heralds the inception of our total world-wide freighting operations. We've always been known for our specialist European door-to-door service, but now we include – on the same highly efficient, personal, and fast basis – Deep Sea operations and General Forwarding, to complement our existing world-wide Distribution and Storage facilities.

Gelders UK Transport Ltd.,
South Portway Close,
Round Spinney Industrial Estate,
Northampton NN3 4RB
Tel: 0604-43651 Telex: 311302

Groupage-Full Loads-Storage-Distribution-Deep Sea

Industrial & Commercial Property

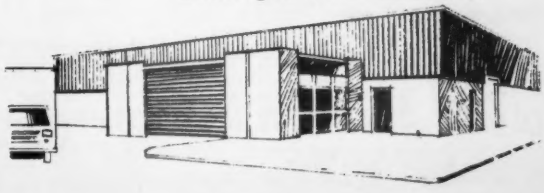
Plant and Machinery

Valuations Sales

UK and Overseas

Henry Butcher & Co
incorporating
Leopold Farmer & Sons

London 01-405 8411
Leeds 0532 457356
Birmingham 021-236 5736



Patents recorded 'licences of right'
continued

1446333 The Post Office
Multiplex communication system
1452324 The Post Office
Improvements in or relating to electrical switches
1474902 The Post Office
Semiconductor devices
1154871 The British United Shoe Machinery Co Ltd
Improvements in or relating to shoe upper conforming machines
1301006 Coal Industry (Patents) Ltd
Underframes for longwall mineral mining machines
1423087 Serdex-Societe d'Etudes, de Recherches de Diffusion et d'Exploitation
Improvements in or relating to benzothiadiazines, process for their preparation and applications thereof
1493134 UCB
Photopolymerisable compositions

26 June 1978

1190209 Nippon Paint Co Ltd
Process for manufacturing thermoplastic marking materials
1216479 Nippon Paint Co Ltd
Coating compositions
1222369 Nippon Paint Co Ltd
Polymer monomers and liquid coating compositions
1222370 Nippon Paint Co Ltd
Liquid coating compositions
1481255 Kabushiki Kaisha Daikin Seisakusho
Rotary clutch assembly
1485661 Kabushiki Kaisha Daikin Seisakusho
Clutch control system
1496180 Kabushiki Kaisha Daikin Seisakusho
Diaphragm spring
1109597 Westinghouse Brake and Signal Co Ltd and The English Electric Co Ltd
Semi-conductor assemblies

Any person who claims that the proprietor of the patent is, and was at the time of the entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Departmental publications not sold through HMSO

This is the second of *Trade and Industry's* monthly list of documents issued by departments but not sold through HMSO. (The first appeared in the issue of *Trade and Industry* dated 9 June 1978, page 522.) This feature will include material issued by the Departments of Industry, Trade, Prices and Consumer Protection, and Energy; the Monopolies and Mergers Commission; the Office of Fair Trading and the Price Commission.

Department of Industry

Electrical Engineering, Process Plant and Industrial Technologies Division

Maintenance aspects of terotechnology, 2: management by maintenance ratios. 1978. 63 pages
(Available from: National Terotechnology Centre, Cleeve Road, Leatherhead, Surrey KT22 7SA)

Paper, Timber, Minerals, Metals and Miscellaneous Manufactures Division

Mineral Exploration and Investment Grants Act 1972: financial assistance for mineral exploration in Great Britain – a guide for industry. 1978. 13 pages
(Available from: Department of Industry, Paper, Timber, Minerals, Metals and Metals and Miscellaneous Manufactures Division, Room 501, Ashdown House, 123 Victoria Street, London SW1E 6RB)

Research Establishment Management Division

Research Establishments Review 1978. 1978. 16 pages
(Published annually. Available from: Department of Industry, Abell House Library, Room 023, Abell House, John Islip Street, London SW1P 4LN)

Research and Technology Requirements and Space Division

Department of Industry Energy Conservation Scheme: Grants for more efficient heating in industry and commerce. 1978. 1 folded sheet
Notes for the guidance of applicants. 1978. 15 pages
Notes for the guidance of consultants. 1978. 15 pages
(Available from: Department of Industry, Energy Conservation Scheme, Room 602, Abell House, John Islip Street, London SW1P 4LN)

Technology Reports Centre

R & D abstracts Vol 37, no. 10, 15 May 1978
R & D abstracts Vol 37, no. 11, 1 June 1978
(Available on annual subscription of £42 from: Department of Industry, Technology Reports Centre, Station Square House, St Mary Cray, Orpington, Kent BR5 3RF. Available free of charge to government departments and to certain other official bodies)

Department of Trade

Accidents Investigation Branch

AIB Bulletin no. 5/78 8 June 1978. 19 pages
(Available from: Department of Trade, Accidents Investigation Branch, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ)

British Overseas Trade Board

(BOTB Publications are available from: Publications Sales Unit, Export House, 50 Ludgate Hill, London EC4M 7HU)

Guide to EEC Second Directive on Public Supplies Contracts. 1978. 24 pages
Hints to businessmen series (price £1 + 20p p & p each):
Afghanistan. 1978/79. 44 pages
Bermuda. Bahamas and the Turks and Caicos Islands. 1978/79. 68 pages
Burma. 1978/79. 40 pages
Denmark. 1978. 56 pages
Malaysia and Brunei. 1977/78. 72 pages
The Netherlands. 1978. 56 pages
Nicaragua. 1978/79. 40 pages

Marine Division

(Unless otherwise stated publications are available from: Department of Trade, Marine Library, Sunley House, 90 High Holborn, London WC1V 6LP)
Marine Library. 1978. 1 folded sheet
Merchant Shipping Notices:
M 836: Amendment to Merchant Shipping notice no.M818: Identification of inflatable liferafts. 1978. 1 sheet
M 841: Carriage of liquefied gases in bulk issue of certificates of fitness as to suitability of ships to carry such gases. 1978. 3 pages
M846:1969 amendments to the International Convention for the Prevention of Pollution of the Sea by Oil 1954. 1978. 3 pages
M 847: Dry cleaning plants: requirements for installation and operation. 1978. 5 pages
M 848: Merchant ship search and rescue manual (MERSAR). 1978. 1 sheet

Department of Energy

(The following publications are available from: The Library, Department of Energy, Room 1020, Thames House South, Millbank, London SW1P 4QJ)
Department of Energy publications in print, May 1978. Department of Energy Library. 1978. 19 pages
Energy strategy and corporate planning: notes by the Department of Energy, Coal, Gas and Electricity Industries. Energy Commission Paper, no. 15. 1978. 14 pages
European Community coal policy: paper by Sir Derek Ezra, chairman National Coal Board. Energy Commission Paper, no. 14. 1978. 7 pages
The recovery of waste heat from industrial processes. Fuel efficiency booklet 13. 1978. 16 pages
Windscale inquiry: index to the transcripts of the hearings held before Mr Justice Parker, compiled by Mark Southgate. 1978. 4 microfiches. £2 per set

(The following document is available on written request only from The Secretariat, The Energy Commission, Department of Energy, Thames House South, London SW1P 4QJ)
EEC documents deposited in Parliament since January 1978. ENCOM (78) 7 May 1978. 24 pages

Price Commission

The Price Commission. June 1978. 1 folded sheet
Price Commission report on fresh food prices and margins. June 1978. 13 pages
(Available from: Price Commission, Information Branch, Room N101, Neville House, Page Street, London SW1P 4LS)

Readers are reminded that departmental items published by HMSO are listed in the free catalogue 'Trade, Industry, Energy, Prices and Consumer Protection' (sectional list no. 3) which is available on written application from: HMSO, PO Box 569, London SE1 9NH; or to personal callers at any government bookshop.

Government sales

Sales by auction

25 and 26 July 1978 – Miscellaneous

Location
Garrison Theatre, Graven Hill, Bicester, Oxon

Auctioneers
Midland Marts Ltd (Dept L), 4 Market Square, Bicester (08692 2073)
Stores lying at COD Bicester and other depots including clothing and textiles, furniture, tentage, tyres, MT spares, hand tools, jacks, generating sets, wristwatches, Ford saloon cars, Fordson tractor, fork lift trucks and other miscellaneous items.

29 July 1978 – Furniture

Location
RAF Lindholme, Doncaster, South Yorks

Auctioneers
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, North Yorks (0937 835303)

The sale consists of mainly small or single item lots of furniture.

Catalogue price 20p, postage 10p.

3 August 1978 – Miscellaneous

Location
Golden Lion Hotel, King Street, Stirling

Auctioneers
Dixon and Wallace (Dept L), Bank Buildings, Graham Square, Glasgow G31 1AW (041-554 2447)

22 mobile homes, cars and commercial vehicles, mobile cranes, fork lift truck, machine tools, MT spares, paint, photographic and electrical equipment, clothing and textiles, furniture and household effects and other miscellaneous items.

Catalogues, which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

New publications

Banking in the red?

Comecon countries have a banking system with fundamentally different objectives from that in the west. Understanding this fact is essential when considering trade with that area, and so the latest Banker Research Unit publication deserves a welcome. 'Banking and Sources of Finance in Comecon' offers a valuable introduction to the banking systems of the European members of Comecon and probes behind the seemingly uniform surface features of the financial institutions to reveal the differences between the 'banking business' of the eastern and central European communist countries.

A general survey of Comecon's banking transactions with the west and the current and future state of the Comecon economy and financial system provide a valuable and interesting background to the chapters dealing with the individual Comecon countries. In each case a historical resumé gives a useful perspective for understanding the current structure of each country's banking system.

The book demonstrates that the Comecon banks are modelled on the Soviet Union's institutions but nevertheless the differing individual traditions create interesting variations. A list of subsidiaries and branches of communist banks in non-communist countries provides a useful appendix to a readable and stimulating book: a useful eye-opener for the uninitiated, but not a manual for trade with eastern Europe.

Banking and Sources of Finance in Comecon; edited by A. H. Hermann. Banker Research Unit, Minster House, Arthur Street, London EC4R 9AX. 1978. 137 pages; paperback. £25.00. (ISBN 0 902998 14 5).

Gulf economics

Profound and complex questions are being raised about the future economy of the eight gulf states following the explosive growth years 1974-77. To ascertain a pattern which could act as a future policy guide a firm of management consultants were commissioned to carry out a fundamental study. Material was gathered from both published sources and visits to the area between June and November 1977.

The resultant publication analyses the economic background of each country and then forecasts the volume and type of imports and non-oil exports up to 1982. A large section has been devoted to transport with an attempt to correlate future import trends, and the use of containers, with projected port facilities.

The report is very attractively presented with numerous maps, tables and diagrams. The plans of ports, showing existing berthage and that under construction is a notable feature. The lack of an index is a nuisance, but it is partly offset by the helpful arrangement and detailed contents table.

Although this work does not remove the need for studying development plans and the more technical studies, it presents a readable overview for those planning their future strategy in this problematic area.

The Gulf Pattern 1977–1982: trade, ports, economies; prepared by Peat, Marwick, Mitchell and Co for Gray Mackenzie and Co Ltd. 1978. Available from Gray Mackenzie and Co Ltd, 40 St Mary Axe, London EC3A 8EU. 129 pages. £50.00.

Arabs at sea

Since 1973 the increase in Arab maritime activity has been spectacular. In 1967 the 22 Arab states commanded between them only 335 vessels, but by 1977, following the steep rise in oil prices in 1973 and the consequent increase in the exporting states' wealth and their enhanced status in the trading world, that figure had risen to a total of 1333 vessels with a further 122 on order. Given the magnitude of this growth of capacity and influence and the widespread development of maritime facilities throughout the Arab world, the time was ripe for the production of a convenient, accurate and comprehensive guide to the complexities of Arab shipping.

'Arab Maritime Data' is the first such attempt and initiates a projected series of annual guides to this large and bewildering subject. After a brief historical survey of the development of the industry in the Arab states, the guide charts an admirably clear course through its various facets in sections covering shipowners and managers, shiprepairers and builders, shipping agents, marine services and equipment, banking and finance, insurance, government departments, training and education, maritime organisation, and ports and terminals.

In each section every significant company or institution in each of the 22 states is listed, and whenever possible some additional information on the scope of a firm's interests and activities is supplied. The guide is supplemented by a general index to firms and organisations, and indexes to ports and advertisers.

Arab Maritime Data, 1978. League of Arab States, Arab Maritime Transport Academy in association with Benn. 1978. Benn Publications Ltd, 25 New Street Square, London EC4A 3JA. 330 pages. £26.00 (ISBN 0 510 49960 0).

Handy source on Nigeria

It is always wise to undertake desk research from sources available locally when first considering any overseas market. Such work, which can usually be accomplished cheaply and quickly, can often save money later. In addition to official sources, a number of publishers cater for this market with digests of published data about specific countries or commodities. One of the more recently published of these is a 'Statistical Guide to the Nigerian Market'.

Over 90 statistical tables are included in this book covering such matters as balance of payments, national income, the latest development programme and the industrial situation. Sources of statistics are primarily the third development plan, 'Central Bank of Nigeria Annual Report and Review', 'Annual Abstract of Statistics' and the 'Nigerian Trade Summary'. Inevitably many of the figures quoted will quickly become dated and need to be assessed with caution in the light of recent economic developments within the country, and international trends relating to oil. But having this data between one set of covers will make for convenience for those not near a major reference library of foreign statistics.

The introductory articles by Guy Arnold interpret the data and provide useful background details on the Nigerian market, the place of oil as a major factor in the Nigerian economy and information on the communications network and available manpower.

The tenor is somewhat euphoric, having obviously been written before the 1978/79 Nigerian budget was announced on 31 March. New regulations relating to, for example, documentation, have since been introduced and are naturally not reflected in this publication. In a fast developing country such as Nigeria, information rapidly becomes dated. Nevertheless, many will find this a convenient source of background information.

Statistical Guide to the Nigerian Market; compiled by Ian Maclean and Guy Arnold. Kogan Page, 120 Pentonville Road, London N1. 1978. 127 pages. £25.00 (ISBN 0 85038 107 X).

The books reviewed above – and many other business books are available immediately from:

THE BUSINESS SCHOOL BOOKSHOP

Sussex Place, Regent's Park, London NW1 4SA 01-723 3902

★ **THIS MONTH'S RECOMMENDED PURCHASE:**
'The Directory of Export Buyers in the UK'
First edition 1978 – £25

New products

Digital thermometer for medical work

A pocket-sized electronic digital thermometer (illustrated on the cover) is designed to take measurement of medical, veterinary and environmental temperatures in the range of 1 to 48° C. Model 4755-H enables the maximum temperature detected to be retained on the bright light-emitting diodes display screen by using a hold button – ideal when dealing with children and elderly patients.

Three interchangeable oral, skin and rectal sensors simply plug into the end of a retractable lead. The oral and underarm sensor – which also acts as a general purpose environmental thermometer with range of 1° to 48° C – provides a reading in 15 seconds. The skin and rectal sensors take 30 to 45 seconds. Sensors can be sterilised and disposable plastic sensor sheaths are available to protect patients from cross-infection.

The electronic unit, including its dry batteries, weighs 150 g and measures approximately 105 mm × 65 mm × 25 mm. The unit incorporates an integral tube for storage of the sensors and a clothing carry clip. It is fitted with a battery-check button and a recharge socket which permits the use of rechargeable NiCad cells instead of dry batteries.

Further information: circle 731

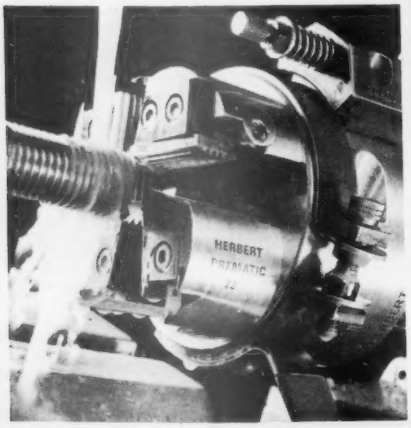
Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Diehead for tangential thread-cutting

Herbert Tooling has launched the Prematic – an advanced yet simple design in dieheads for tangential thread-cutting. Changing chaser holders on the new diehead while still in place on the machine takes only seconds and the holders can be withdrawn and replaced singly for ease of handling, thus reducing costly re-setting time. Presetting using the Prematic setting gauge is quick and simple yet gives utmost precision, ensuring a high degree of accuracy.

Further information: circle 732



Lightweight buoy has twice the life

A 2.3 m diameter glass-reinforced plastic buoy is tested for stability. Colours and cones indicate an east mark in the new cardinal system already in use in the North Sea. Weighing only 2.3 tonnes, this buoy for open sea duty is in production at AGA Navigation Aids Ltd. Known as the BS41 Mk. 2, the buoy has twice the battery capacity and nearly twice the gas cylinder capacity of earlier buoys in this size, making it possible to leave it on station for up to two years without replacing batteries or cylinders.

Further information: circle 733

Universal timer – from 1 second to 100 hours

The entire timing range from 1 second to 100 hours is covered by two models in the series 338 solid state timing relay from Havant Instruments Ltd (see picture on the cover). This simplifies buying and inventory control while allowing wider choice of delays, for example during process development, without having to change the instruments.

Model 300 offers delays of 1-10 and 10-100 seconds or minutes while model 400 offers the same ranges of minutes or hours. Repeat accuracy is ± 20 ms in the 1-10 second range and ± 0.2 per cent of range in the other ranges, while setting accuracy is approximately 2 per cent of range. Resetting time is a maximum of 100 ms. There are two output relays, a DPCO instantaneous relay and a DPCO timed relay.

The timer is fully protected against dust, humidity, vibration and temperatures up to 50° C. It may be powered from 240 V or 110 V, 50 or 60 Hz supplies without modification

Further information: circle 734

Handwritten messages – by telephone!

Instantaneous transmission by telephone of handwritten messages, signatures, maps or drawings can be made with absolute security with the Cygnet Telewriter (see cover). By dialing the number and writing a message on the pad with a ball-point pen, the message is sent on its way without the need for any special operating skills.

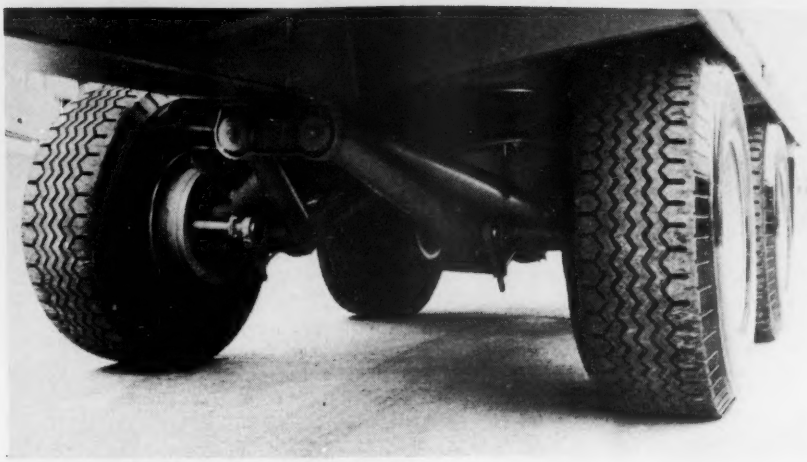
This method of communication, can be used either as a direct link or for connection over private or public telephone network. It can be fitted with an automatic answering unit. This will indicate, even when a receiver terminal is unmanned, that a transmission can be made and assures the sender with an audible tone that it has been successfully completed.

Absolute security of a written message – nothing lost in the post or by messengers – is possible with Feedback Instruments' Cygnet Telewriter. The machines are currently being used by British Airways for relaying information on maintenance control and cargo handling; by British Railways as a secure way to report faults in signalling systems, and by the Ritz Hotel in London for room servicing and relaying messages.

The new unit also enables both spoken and written communications across the telewriter system. This is done simply by combining the use of the telephone handset provided and the Telewriter pen. Changeover between written communication and spoken communication is done automatically by a switching mechanism connected to the pen. To make calls to other Cygnet terminals or telephone extensions the operator uses the dial provided in the normal way.

Further information: circle 735

Trailer with independent pneumatic suspension offers improved stability



Monoframe's independent wishbone suspension.

A new concept in road trailer design is introduced by Monoframe (Engineering) Ltd. The Monoframe chassis, as its name indicates, incorporates a single hollow section beam which, together with independent suspension at each wheel station, gives the vehicle improved stability. As well, the design offers an increased internal body height, with consequent increased cubic capacity for TIR operators.

The single fabricated box beam runs centrally down the full length of the chassis. Attached to the beam, at four points, are the wheel stations each of a wishbone configuration, utilising pneumatic springs. Both the wide track made possible by modification to the Rubery Owen-Rockwell axles and the fact that the floor is some 165 mm nearer the road level than a conventional trailer contribute to the improved stability of the Monoframe.

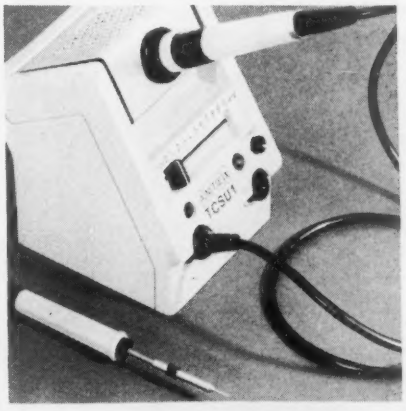
Height of the chassis floor remains constant irrespective of the load imposed. Galvanised steel sheet, bonded to the underside of the multi-ply timber floor, prevents deterioration and gives overall strength sufficient to withstand loaded fork lifts. The entire chassis is said to be virtually maintenance free. With normal wear and tear, the suspension pivots and pneumatic springs are confidently expected to equal the trailer in working life. All wheel stations are identically built and are interchangeable.

Brake compensation is automatically imposed as the overall chassis load increases. Double-diaphragm spring parking brakes are fitted. Air and wiring circuits are almost completely enclosed.

An anti-under-run device of tubular section, the lower edge is positioned at the tail end and is designed to receive impact against the resistance of a rubber bush to withstand a 10 tonne impact. A 450-litre fuel tank is incorporated within the fabricated main beam.

Further information: circle 736

Miniature soldering irons are temperature controlled



Latest design in soldering irons uses a special soldering station. Temperatures at the tips of slim-lined soldering irons from Autex can be controlled to within 2 per cent of any preselected temperature between 145° and 400° C. With this degree of temperature control, the miniature iron with its finger-tip control is ideal for the manufacture of delicate and miniature electrical instruments and equipment.

Temperature control is effected by a thermocouple at the tip of the iron element and is set and controlled by a sliding potentiometer on a 0 to 10 scale, with corresponding readings in centigrade/fahrenheit tabled at the back.

The soldering station contains a built in 'fail-safe' electronic circuit and is available in two iron sizes: the CTC a 35 Watt miniature and the XTC a 50 Watt general purpose iron. Both are connected to the soldering station by a 1.80 m plug-in burn proof cable. Three sizes of bit are available for each iron: 2.3 mm, 1 mm and 0.6 mm for the miniature CTC model and 3.2 mm, 2.4 mm and 4.7 mm for the XTC general purpose model. The unit's transformer converts 100/110 volt and 220/240 volt mains voltage to a safe working level of 24 volts.

Further information: circle 737

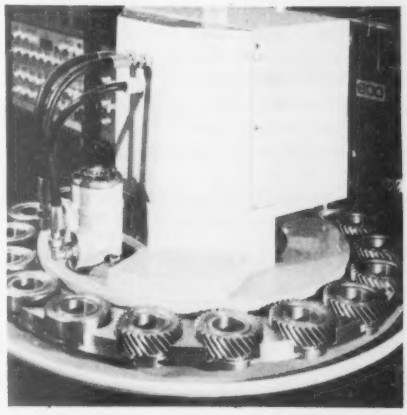
Versatile garden tractor

A new high-quality garden tractor, the Gazelle, capable of cutting grass a metre high down to a smooth, lawn finish is manufactured by Westwood Engineering of Plymouth (see cover). Twin bladed, the rear discharging grass cutter is easily adjusted for cutting to heights from 1.3 cm to 10.2 cm. Using a quick release catch, the complete cutting system can be easily removed enabling the tractor to be put to other gardening uses.

Gazelle's padded steering wheel together with six-to-one reduction-geared steering and adjustable track rods gives light but secure control. A fully-enclosed transaxle with differential transmission and three forward speeds and one reverse provides positive drive under virtually all conditions.

Further information: circle 738

Automatic loading for gear shaper



To extend the production capacity of the Genertron electronic gear shaper produced by W. E. Sykes, a number of options are now available relating to automatic loading.

The automatic loading device consists of a rotating plate supported on rollers and journalled in a needle bearing on to which are attached turret plates supplied in two halves to facilitate fitting and changeover. Rotation of the turret is by hydraulic motor and angular location is by positive mechanical stop in the form of a notched disc. The number of stations in the turret plate can be 5, 10, 15, 20, 25, 30, 35, 40 or 6, 12, 18, 24, 30, 36, 43, 48. The whole turret assembly can be raised or lowered automatically to a maximum of 120 mm for the loading of extended boss and shaft type components into the work fixture. This avoids the necessity of raising and lowering the work fixture and ensures a more rigid and accurate location of the work piece at all times. The pitch circle diameter of the turret is 660 mm and as an example of its capacity, will accommodate 18 components with a diameter of 90 mm.

W. E. Sykes is part of the machine tool division of the 600 Group.

Further information: circle 739

Technology news

Concrete block paving for heavy duty traffic

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Drawing on its own research and on experience with pioneering schemes in Britain as well as on continental experience in recent years, the Cement and Concrete Association has now made available new design and construction information covering concrete block paving for heavy duty traffic conditions. Applications include such varied situations as lorry parks, roll-on roll-off trailer facilities, container terminals, docksides, goods yards, bus lay-bys, and depots, petrol stations and factory yards.

Detailed design and construction information is given in the booklet 'Concrete block paving for heavily trafficked roads and paved areas'. At the same time the opportunity has been taken to revise and extend the scope of other publications dealing with concrete block paving.

Correctly designed and constructed, concrete block paving is suitable for heavy traffic of all kinds, whether it falls within the range of axle loadings permitted on public highways, or outside that range with axle loads of more than 10 tonnes. Such above-normal loads may well be encountered in container terminals with their specialised handling equipment, in goods yards where heavy loads are handled by mobile cranes and in other similar industrial situations.

Durability is the key

Industrial paving is often subjected to damaging forces that are much more severe than those encountered on public roads. Heavy point loadings are imposed by such things as semi-trailer landing legs or jockey wheels, crane stabilising jacks, storage rack supports, container feet and heavy irregular goods such as large castings. Concrete block paving is not affected by fuel, oil or solvent spillages and is resistant to localised deformation by heavy point loads.

Because of the carefully controlled choice of fine aggregates used in their manufacture, concrete paving blocks will not become slippery under the abrasions of even the heaviest traffic. The individual block units are of dense, thoroughly compacted concrete and consequently are not affected in freeze-thaw conditions by the presence of de-icing salts which may be applied or carried on to the block-paved area from salted public roads.

Large areas in new industrial or port developments are often constructed on 'made' ground which may be subjected to long-term settlement. Under settlement conditions concrete block paving, comprising many small interlocked rigid units, behaves flexibly, following the ground settlement without losing its surface continuity or structural integrity. Should the deformation in time become unacceptably severe it is a relatively easy matter to lift the blocks in the affected area and make good the sub-base and roadbase, restoring the paving to its original level and using the original blocks for reinstatement.

The booklet mentioned and other information on concrete block paving is available from Publications Sales, Cement and Concrete Association, Wexham Springs, Slough SL3 6PL.

NPL employs laser in precision barometry

Picture shows a development at the Department of Industry's National Physical Laboratory in which the height of a mercury column is measured by a specially designed laser interferometer. Recent years have seen an extension in the range of pressures used in industrial processes, and hence the range of standards maintained at the laboratory. At the low end of the scale, vacuum measurements are essential for controlling vapour coating processes in the micro-electronic and optical industries. At the higher end, pressures many times atmospheric are employed in chemical engineering, hydraulic systems, and in power generation. The laboratory's work in precision barometry is on display at the Royal Meteorological Society Exhibition from today, 14 July.

London Transport to use optical fibre telephone link

The first contract in the UK for a telephone link using optical fibres has been received from the London Transport Executive by Telephone Cables Ltd, Dagenham, part of the GEC group. The link, between Earls Court and Acton, will follow a 7 km route alongside the London Transport district line. London Transport anticipates that the route will be in service by the spring of 1979.

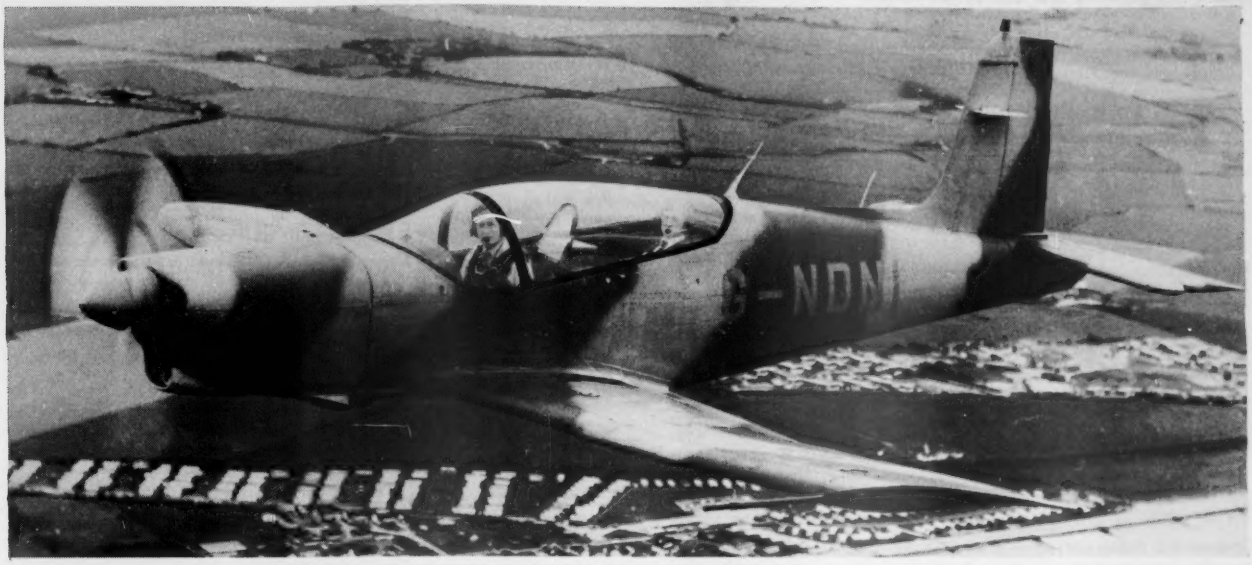
The contract includes for the supply of cable with four optical fibres together with all the necessary terminal equipment to provide a complete optical communications system. The capacity of the system will be 120 separate channels, transmitted as a stream of light pulses at the rate of 8 million per second.

Optic fibres, because they are non-metallic, are completely free from the induced electrical interference which can cause problems to telecommunications systems when cables with copper conductors are installed near electric rails or overhead cables. Thus the problem of expensive screening against interference is avoided.

Another point is that, because of the low loss of transmission quality in GEC fibres, no repeaters will be necessary on the 7 km path. In practice, repeaterless lengths of more than 10 km are possible. A comparable link with copper conductors would require repeaters on average every 2 to 3 km.

Further information: circle 740

New British two-seater trainer designed for overseas production



Firecracker, a new civil and military two-seater trainer from NDN Aircraft Ltd in the Isle of Wight is designed to be handbuilt under technology-transfer programmes. Highly versatile and fully aerobatic, the 340 kmh aircraft is designed for gunnery and rocketry instruction, agricultural flying, and glider and target towing in addition to a basic flying training syllabus. The technology-transfer programme, in which the manufacturers provide all the expertise to establish a ready-made production line in an overseas country, has aroused world-wide interest. Discussions are currently taking place with a number of potential overseas customers. **Further information: circle 741**

R and D survey in the electrochemical industry

A study of the electrochemical research and development needs of industry is proposed by the Department of Industry's electrical technology requirements board, the electrochemical technology group of the Society of Chemical Industry and NRDC with the support of the electrochemistry group of the Faraday division of the Chemical Society. The survey will pay particular attention to graduate and technician manpower, basic data, process design methods, development and commercialisation.

National needs and performance will be compared with those of the countries leading in this field. It is expected that the survey will assist in the drawing up of a national programme for the establishment of a broadly based electrochemical industry and technology.

Further information: circle 742

Pera offers pollution control service . . .

A pollution control service, specially designed for environmental improvement, has been announced by the Production Engineering Research Association (Pera). Its aim is to benefit industry, local authorities and other organisations with pollution problems and provides practical assessments of pollution problems on site; advice on means of reducing or eliminating pollution; independent assessments of pollution control and procedures; and assessments of methods of minimising nuisance caused by pollution. The service covers pollution caused by such agents as solids – such as dust – liquids, gases, bacteria and fungi, noise and vibration.

Modern equipment and up-to-date methods are used for dust and toxic vapour monitoring and well equipped bacteriological laboratory facilities are available. In effluent control, Pera works in close co-operation with water authorities.

Pera points out that benefits from environmental improvement invariably result in improved working conditions which lead to better industrial relations, better health and safety, less absenteeism and improved productivity, and direct benefits from pollution control are savings in material, recovery of valuable materials, lower charges for effluent disposal and reduced losses due to corrosion. Pera believes that the new pollution control service can be a useful aid towards attaining these benefits.

Further information: circle 743

. . . and investigates foundry noise hazards

For some time, Pera has been involved with foundries in the investigation into noise problems which affect the foundry workforce, and cause nuisance to occupiers of neighbouring industrial and private property.

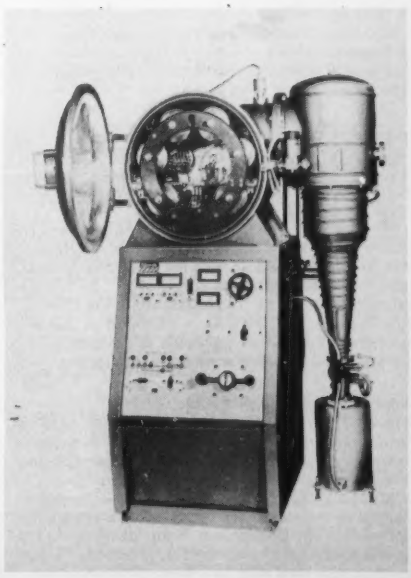
To develop this work, a group project is now being established, in which Pera, in conjunction with several foundries, will investigate ways to reduce noise levels caused by using sand knock-out systems. The project may also be expanded to investigate other noise problems in foundries.

Companies who are interested in possible participation in the project should contact H. Robinson, Marketing Department, R & D Division, Pera, Melton Mowbray, Leicestershire LE13 0PB, tel Melton Mowbray (0664) 4133 ext. 257.

Detecting fingerprints – even on plastic!

Detection of fingerprints on plastic carrier bags and other articles made from polythene is made possible by a new method developed by the Home Office police scientific development branch. With the aid of Edwards 24E5 fingerprint developer, coatings of gold and cadmium are evaporated onto the suspect article. Edwards High Vacuum of Crawley claims that independent tests show the method to be over 10 times more effective in detecting prints than dusting with aluminium powder.

Further information: circle 744



Parliament

Monday, 3 July

European regional development fund

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what progress was made at the council of ministers meeting of 6 June on the non-national quota section of the European regional development fund; and what was the policy of the government in discussions on the future of the fund.

Mr Cryer said that at the council of foreign ministers on 6 June, it was agreed that up to 5 per cent of the money available for the European regional development fund should be allocated outside the national quotas. The government continued to support the fund and the assistance which it was able to provide to the regions of the community.

Cost-per-job limits on regional assistance

Kenneth Clarke (Rushcliffe) asked what procedure was followed to review the level of the cost-per-job limits imposed on any individual offer of regional financial assistance under section 7 of the Industry Act 1972 in order to keep the ceiling on offers in line with inflation.

Mr Cryer said that his department was able to review and, with the agreement of the Treasury, to amend the cost-per-job limit when it was considered appropriate.

Kenneth Clarke asked whether the cost-per-job limits imposed on any individual offer of regional selective financial assistance under section 7 of the Industry Act 1972 were arrived at as a result of a bilateral negotiation with the European commission or as a result of a general arrangement whereby similar limits were imposed on offers of regional aid by other EEC governments

Mr Cryer replied that UK regional aids, like those operating in other member states of the EEC, were required to conform to the provisions laid down in the 'Principles of Co-ordination of Regional Aid Systems', R/650/75. This document was formulated by the commission jointly with the member states. The cost-per-job limit conformed with the EEC requirements although it was not a subject of negotiation as such with the commission.

Kenneth Clarke asked why the government regarded the level of cost-per-job limits imposed on any individual offer of regional financial assistance to industry under section 7 of the Industry Act 1972 as confidential.

Mr Cryer replied that it was not usually necessary to offer the maximum incentives available under selective financial assistance to persuade companies to implement their projects. Thus the cost-per-job limit was confidential in order to retain flexibility in these negotiations.

Industrial common ownership

David Watkins (Consett) asked the Secretary of State for Industry how many applications for loans under the Industrial Common Ownership Act 1976 had been submitted to him, and how many had been approved.

Mr Cryer answered that the act authorised the secretary of state to make available up to £250,000 over five years to assist with the provision of small loans to worker controlled enterprises. The scheme was administered by Industrial Common Ownership Finance Ltd (ICOF), which had made five successful applications for funds to on-lend to co-operative and common ownership enterprises.

New civil aircraft projects

Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Industry if he had received any further requests for support for new civil aircraft projects since that from British Aerospace concerning the HS146.

Mr Huckfield replied that the proposal by British Aerospace regarding the HS146 was a request for approval of the project, not financial support. The secretary of state had received no proposals relating to other new civil aircraft projects. (See page 62.)

Car production

David Knox (Leek) asked how many motor cars were manufactured in Great Britain in each of the past 10 years, and how many of these were exported.

Mr Huckfield gave the following information:

'000

	Total cars produced in the United Kingdom	Of which produced for export [1]
1968	1 816	803
1969	1 717 [2]	824
1970	1 641	723
1971	1 742	714
1972	1 921	613
1973	1 747	605
1974	1 534	596
1975	1 268	532
1976	1 333 [2]	565
1977	1 316	563

[1] These figures may differ from exports recorded in the overseas trade statistics because of differences in timing and coverage. [2] 53 weeks production.

Public appointments

Iain Sproat (Aberdeen South) asked the Secretary of State for Industry what were the bodies for which his department was responsible which would fulfil all the criteria for inclusion in 'A directory of paid public appointments made by ministers', produced by the Civil Service Department, except for the fact that those appointed were not paid; in respect of which of these bodies expenses were paid; what those expenses amounted to in the last 12 months for which figures were available; and what were all the other main constituent costs.

Mr Huckfield said that the information so far as it was available was below. In principle all members whom the secretary of state appoints were entitled to reimbursement of expenses necessarily incurred in the course of carrying out the duties of their appointment.

£

	Members' expenses during 12 months to 31 March 1978	Other main constituent costs during the same period
Advisory committee on the census of production	95	112 (estimated)
Advisory committee for the paper and board industry scheme	90	d
Advisory council on calibration and measurement	283	d
China clay council	a	
Clothing industry scheme advisory board	133	d
Committee for industrial technologies	138	1 430
Committee for materials handling	1 775	
Corrosion committee	2 968	
Committee of inquiry into the engineering profession	2 873	2 107
Cotton industry war memorial trust	a	
Design Council	b	
Design Council Scottish committee		
Electronic components instrumentation and automation industry support schemes advisory board	74	51
Industrial development adivisory board	Nil	d
Industrial technologies education and training committee	2 856	400
Information and publicity committee	Nil	Nil
Laboratory of the Government Chemist requirements committee	c	d
Manufacturing machinery advisory committtee	185	d
Manufacturing advisory service steering committee	284	d
National committee on computer networks	823	49 759
National electronics council	Nil	32 241
National Maritime Institute board	Nil	d
Non-ferrous foundry scheme advisory committee	155	d
Northern industrial development board	2 645	d
North west industrial development board		
South west industrial development board		
Yorks and Humberside industrial development board		
Requirements boards		
Chemicals and minerals	1 018	1 728
Chief scientists'	Nil	Nil
Computers systems and electronics	1 357	821
Engineering materials	960	1 586
Garment and allied industries	1 580	349
Mechanical engineering and machine tools	2 288	1 036
Metrology and standards	900	700
Ship and marine technology	450	700
Electrical technology	Nil	73
Waste management advisory council	603 e	d

a Information not available: no costs fall on public funds. b Costs are met from a grant-in-aid which amounted to £1,982,000 in the financial year 1977-78. Members' expenses are a matter for the council. c Travel and subsistence expenses incurred directly on the business of the organisation are normally reimbursed at the rates applicable to senior civil servants. The annual total is not readily available. d In certain cases costs are incurred by officials in providing a secretariat, information on which is not readily available. e Half of these expenses are met by the Department of the Environment.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Civil servants

Max Madden (Sowerby) asked the Secretary of State for Industry, pursuant to evidence given by the permanent secretary of his department to the public accounts committee, what departmental machinery existed to ascertain whether civil servants profited from knowledge acquired during the course of their duties, and whenever such machinery was instituted.

Mr Huckfield answered that the department's staff rules referred to the fact that commercially confidential information was held by the department and stressed that great care must be taken by staff to avoid even the suspicion of improper use of that information for private purposes. Staff were required under the rules to consult the department's establishment division about the acquisition or retention of any shareholding which might cause legitimate public concern; and in particular to dis-

close their interest if they came into official contact with any matter concerning a business organisation in which they had an interest, eg a shareholding. These rules were based on the general requirement that a civil servant must not make use of his official position to further his private interests, and were of very long standing. Any civil servant in breach of the rules would be liable to disciplinary action.

Tuesday, 4 July

Credit available to USSR

Robert Banks (Harrogate) asked the Secretary of State for Trade if he would publish the current amount of credit on favourable terms remaining available to the government of the USSR for purchases from the United Kingdom and the amounts taken up, since the terms were offered, with the details of the purchases made thereunder.

Mr Dell said that the value of contracts placed under the Anglo-Soviet agreement to date was £440.6 million, leaving a balance of £509.4 million still available. Since the beginning of 1977, orders had been signed between UK companies and USSR trading organisations for the supply of cigarette making machines valued £7.8 million, gas compressor pumps and station equipment valued £87.4 million, a high density polyethylene plant valued £46.2 million, two methanol plants together valued £174 million, and equipment for two tyre factories valued £23.8 million and £54.1 million. The balance was represented by eight separate contracts for various types of capital equipment, ranging in value from £2 million to £13 million.

Cornish development areas

David Mudd (Falmouth and Camborne) asked the Secretary of State for Trade if he would define the difference between untapped tourist potential with most acute economic need, between development areas and special development areas, specifying the difference between Cornwall, with above-average levels of unemployment, and special development areas of lower levels of unemployment, and with lower tourist potential.

Mr Meacher replied that regarding entitlement to section 4 tourism project funds there was no distinction drawn between development areas (which include nearly all of Cornwall) and special development areas. Those funds were limited to those areas because not only did they contain as much or more untapped tourism potential as the rest of the country, but also they contained by and large higher unemployment levels than elsewhere and hence generally more acute economic need.

Wednesday, 5 July

Queen's awards to industry

Terence L. Higgins (Worthing) asked how many Queen's awards to industy had been made to companies in the service industries; what that figure was as a percentage of total awards; and what the ratio of awards to applications was: (a) for companies in the service industries and (b) overall.

Mr Meacher said that exporters of services became eligible for the Queen's award in 1971. A total of 99 awards had since been granted to firms which applied wholly or mainly in respect of earnings from the provision of services to non-residents of the United Kingdom, representing 15 per cent of the total number of awards on grounds of export achievement. The ratios are: (a) 1:11; (b) 1:13. For the year 1978 similar figures were: 20; 19 per cent; 1:10; 1:15.

Terence L. Higgins asked whether hotel companies, which supported an application for a Queen's award to industy with evidence of increased receipts from overseas visitors, had an equal chance of receiving a Queen's award as a manufacturing company of equivalent size with a similar record of growth in exports.

Mr Meacher replied that any hotel company which may apply would receive no less favourable treatment than a comparable manufacturing company. Awards were not gratned solely on the basis of statistics of increased exports. Qualitative aspects of an applicant's performance, such as any special features concerning the 'exportability' of the products or services, were taken into account and full weight was given to the interests of those units which were already achieving an outstanding and sustained level of export success.

BOTB grants

Jeremy Thorpe (North Devon) asked what amount had been paid by way of grant by the British Overseas Trade Board for trade missions to South Africa in the last 12 months.

Mr Meacher answered that in the last 12 months £62,005 was contributed by the British Overseas Trade Board under its outward mission scheme towards the costs of 14 trade missions to South Africa.

Trade with Uganda

John Lee (Birmingham, Handsworth) asked what was the value of goods exported to date in the current year from the United Kingdom to Uganda; and what had been the six principal items by value featuring in those exports.

Mr Meacher said that the value of goods exported to Uganda in the period January to May 1978 was £8 million, fob. The six principal types of goods exported in the first four months of this year were:

	Value £'000
Parts and accessories nes of motor vehicles and tractors (other than bodies, cabs and chassis fitted with engines)	498
Passenger motor cars	412
Live cattle	279
Household linen, curtains and other textile furnishings (not knitted or crocheted)	257
Medicaments (including veterinary medicaments)	233
Hand tools of a kind used mainly in agriculture, horticulture or forestry	175

Source: UK Overseas Trade Statistics (SITC (Rev 2)) subgroups 784.9, 781.0, 001.1, 658.4, 541.7 and 695.1, respectively.

British Aerospace dividend

Arthur Palmer (Bristol North East) asked the Secretary of State for Industry if he had agreed a proposal by British Aerospace to pay a dividend on its public dividend capital.

Mr Varley replied that he had given his agreement, with the consent of the Treasury, under section 16(4) of the Aircraft and Shipbuilding Industries Act 1977, to a proposal by British Aerospace to pay a dividend of £1.35 million on its public dividend capital in respect of the accounting year ended 31 December 1977.

Industrial policy

Jack Ashley (Stoke on Trent South) asked the Secretary of State for Industry to what extent his policies were based on preventing industrial degeneration of areas rather than curing it; and to what extent he had applied this principle in north Staffordshire. He also asked what new steps he was taking to induce industry to north Staffordshire in veiw of the closure of Shelton steel works and Spiller's bakery.

Mr Cryer answered that the government's policies were designed not only to regenerate the economies of areas in serious difficulties but also to promote the development of other places. In the administration of the industrial development certificate system full account was taken of the special circumstances of north Staffordshire while the area also benefitted from the various national schemes of selective assistance to industry.

Industrial development certificates

David Knox (Leek) asked how many applications for industrial development certificates were refused in the United Kingdom in 1977 and how this figure compared with the figures for the previous five years; how many industrial development certificates were granted in England and Wales in 1977, and how this compared with the previous five years.

Mr Cryer said that the table below showed the number of industrial development certificates granted and refused for the years 1972-77, for schemes of 15 000 sq ft and over, in Great Britain. The control does not operate in Northern Ireland.

	Granted			Refused		
Year	England and Wales	Scotland	Total	England and Wales	Scotland	Total
1972	1 400	90	1 490	41	Nil	41
1973	1 757	15	1 772	73	Nil	73
1974	1 243	3	1 246	57	Nil	57
1975	860	Control	860	16	Control	16
1976	1 062	not	1 062	5	not	5
1977	1 167	applicable	1 167	8	applicable	8

[1]No IDCs were refused in Wales during the years 1972-77.
Note: Since July 1972, IDCs have not been required in the development and special development areas. Following the designation of the Edinburgh and Cardiff areas in August 1974, the IDC control ceased to apply in those areas.

Telecommunications industry

Eddie Loyden (Liverpool, Garston) asked the Secretary of State for Industry if he would make a statement on the future prospects of the telecommunications industry.

Mr Cryer replied that the secretary of state agreed with the sector working party report for this industry that its future depended mainly on the successful deployment of a modern and exportable digital switching system.

Exports to EEC

David Knox (Leek) asked what percentage of exports from the United Kingdom went to EEC countries in each of the past 10 years.

Mr Meacher gave the following figures:

UK EXPORTS TO EEC AS PROPORTION OF TOTAL UK EXPORTS

	Percentages, balance of payments basis
1968	26.7
1969	27.7
1970	28.9
1971	27.7
1972	30.0
1973	32.5
1974	33.7
1975	32.2
1976	35.5
1977	36.8

Friday, 7 July

Barter deals with state trading countries

Michale Neubert (Havering, Romford) asked the Secretary of State for Trade to what exent within the last two years he had evidence of barter in trade between United Kingdom companies and state trading countries: (a) in the private sector; and (b) in the public sector.

Mr Dell replied that the expression barter was normally used to describe deals in which goods were traded in exchange for other goods and no money passed. Such evidence as was available to him suggested that trade of that kind between United Kingdom companies and state trading countries had been declining for many years. There were more complex deals which in effect involved the exchange of goods against other goods in whole or in part. These deals were usually known as counter-purchase or compensation trading. There were indications that deals of this kind between United Kingdom companies and state trading countries had probably grown in number during the past two years. He could not however quantify this since he had no information on individual deals or their terms, which would be commercially confidential to the companies concerned whether in the private or public sector.

Low-cost producers of buttons

John Cartwright (Greenwich, Woolwich East) asked the Secretary of State for Trade what evidence he had received of continuing imports of buttons from low-cost producers in the Far East; and what action he intended to take to protect United Kingdom button manufacturers.

Mr Meacher replied that imports of buttons (excluding blanks and moulds) from low-cost suppliers in the Far East were lower in 1977 than in 1976 and had continued to fall in 1978. On this evidence it would be difficult to persuade the EEC commission to take action to protect UK manufacturers, and indeed it was doubtful if the case met normal UK criteria for action based on market disruption and threat to the survival of the industry.

European community news

European council proposes zone of monetary stability

EEC heads of government have agreed that a zone of monetary stability in Europe was 'a highly desirable objective, as part of the concerted international action needed for economic recovery'.

In his statement in the House of Commons on 10 July on the European council held in Bremen on 6 and 7 July, Prime Minister James Callaghan pointed out that he and a number of other EEC heads of government wished, however, to see details of the Franco/German scheme for a European monetary system fully worked out before entering into any commitment by their respective governments. 'We therefore agreed,' he said, 'that finance ministers should formulate guidelines for a possible scheme taking as a starting point, at their meeting on 24 July, the Franco/German proposals. Officials would subsequently elaborate the necessary provisions by 31 October, and the final scheme would be in front of the meeting of the European council on 4 and 5 December for decision and commitment.'

This agreed timetable would, he pointed out, permit the fuller preparation and consideration which was essential for a durable scheme. However, the outlines of the Franco/German proposal contained some new features and the government would play its full part in the forthcoming studies.

Mr Callaghan emphasised that throughout these discussions the government had taken the view that monetary arrangements were not enough by themselves to ensure a zone of monetary stability. 'Any new system must be one which will last and will take full account of the economic, as well as monetary, interests of each member of the community,' he said. 'Therefore, in company with others, I pressed for parallel studies to be made of the action that is necessary to ensure a greater convergence in the economies of the member countries, especially in such matters as the commitments to growth and transfers of real resources. It was agreed to carry out such studies.'

It would be necessary, he pointed out, to judge how far all these matters had been satisfactorily arranged when the time came to take a final decision on such new proposals as the finance council might put forward.

The Prime Minister explained that the expected rate of growth in community countries this year on present policies would be lower than expected. The council had therefore agreed that increased growth was a crucial objective to improve employment prospects. 'As regards measures to combat youth unemployment,' he said, 'we called for decisions within the framework of the European Social Fund to come into force on 1 January 1979. All member states will take necessary measures to increase growth according to their own individual circumstances. We agreed that countries with smaller inflation and balance of payments problems will do more to increase domestic demand.'

Dissatisfaction

'An extensive discussion of the common agricultural policy as a whole brought out the dissatisfaction felt by a number of member governments with the present scale of agricultural expenditure, and with the cost of financing surplus production,' said Mr Callaghan. 'This,' he felt, 'was the most thorough and frank discussion of the defects of the CAP in which I have participated in the community, and it revealed a great deal of support for our wish to see a more balanced distribution of the use of community resources as a whole.' The commission has been asked to come back with proposals to remedy this at the next European council.

Turning to the question of energy, the Prime Minister said that the council had adopted objectives for 1985, which called for the reduction of the community's dependence on imported energy to 50 per cent of its total requirements including oil, and emphasised that other industrial countries should set themselves similar objectives.

Mr Callaghan reported that the council had also expressed its readiness to make progress with the developing countries on such matters as trade, commodity support, stabilisation of export earnings and assistance.

Summing up, Mr Callaghan said that it had been a constructive meeting in which there had been some hard talking because 'we were getting to grips with important problems.'

'If, as a result, some new solutions can be agreed on the convergence of our economics, on a zone of monetary stability, and on the transfer of resources inside the community, including a better use of resources in the CAP, it could turn out to have been an historic occasion,' he concluded.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Low-cost producers of buttons	83

Overseas trade news

French visitors see UK components	90

Statistics

Overseas royalties and similar transactions	100
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Commission introduces scheme to prevent steel price undercutting

National customs will now be able to take provisional action in cases of apparent infringement of minimum prices established for certain steel products, following the introduction of a scheme announced by the European commission on 6 July.

The scheme – the latest in a series of measures introduced by the commission to strengthen member states' steel industries – provides for the lodging of deposits where an infringement of commission decisions, fixing minimum prices for certain iron and steel products, is provisionally established. Minimum prices on certain steel products have in the past been undercut by some community producers.

The products covered by this scheme are: concrete reinforcing bars of iron or steel; merchant bars of iron or steel; and hot rolled wide strips of iron or steel.

It will be taken that there is sufficient evidence to indicate an infringement if there is no certificate of conformity with the goods, the prices stated in the certificates do not agree with the invoiced prices, the weights stated in the certificates and invoices do not accord with the actual weights, the certificate of conformity has one or more essential elements missing.

The scheme covers trade between member states – which is controlled at the point of import – and exports from member states to Austria, Finland, Norway, Sweden and the European territory of Portugal – which are controlled at the point of export.

Without prejudice to the amount of the definitive fine, the amount of the deposit will be 25 per cent of the value of the transaction concerned, calculated on the basis of the minimum prices applicable for the tonnages actually delivered. The deposit will be lodged with HM Customs and Excise at the point of entry or exit. The deposit may also be lodged by an interested third party commissioned to do this on behalf of the undertaking or dealer concerned.

If a fine is imposed by the commission within 30 working days following the lodging of the deposit, the amount of the latter will be set off against the amount of the fine. In any other case, the deposit will be refunded to the party concerned. This decision will remain in force for a period of three months.

At importation, certificates of conformity must be presented at the time that customs

entry is made. At exportation, pre-entry is required on form C.273, together with certificates of conformity and invoices. Further details may be obtained from customs offices.

The open general import licence of 13 June 1977 has been amended so that imports from other member states will continue to be freely admitted provided that the certificate of conformity has been presented to HM Customs and Excise or a deposit lodged with them in accordance with the decision. Similarly an amendment, which will be effective from 10 July 1978, has been made to the Export of Goods (Control) Order 1978 in relation to the five named countries, and an open general export licence issued to allow exports which comply with the procedures under the decision.

New mandatory and guidance prices for steel

New mandatory minimum prices per tonne for certain categories of steel products came into force on 1 July (see *OJ* L176, 30 June 1978). The categories are hot-rolled wide strips, merchant bars and concrete reinforcing bars.

The new mandatory minimum prices per tonne are:

DM	Fr.	£	Lire	B/Lux. fr.	Fl.	Dkr.
HR wide strip						
640	1 450	167.50	268 500	10 000	685	1 775
Merchant bars						
625	1 415	163.50	262 000	9 750	670	1 715
Plain reinforcing bars						
505	1 150	132.50	211 000	7 900	540	1 385
Reinforcing bars with improved adhesion						
525	1 190	137.50	219 000	8 200	560	1 435

New guidance prices for certain other steel products also took effect on 1 July (see *OJ* L176, 30 June 1978)

Fund allocates more than £3m to UK projects

On 4 July the European commission announced grants totalling £3,355,302 towards projects for the processing and marketing of agricultural products and fish in the UK. The grants are allocated from the guidance section of the European community's agricultural fund (Feoga).

The largest projects in this list are for construction of a slaughterhouse at Newtownards, Co Down, £394,000, and construction of a meat products factory at Plympton, Devon, £368,000.

The projects fall into the following broad categories: Red meat processing and slaughterhouses, 13 projects, with a grant of £1,759,048; poultry processing, six projects, £478,190 grant; milk and milk products, eight projects, £594,646; fish processing three projects, £117,599; seed processing, one project, £34,209; grain drying and storage, one project, £106,300; animal feedingstuffs, two projects, £36,649; fruit and vegetables, five projects, £228,666.

Nuclear material contract to be re-negotiated

Member states have given the European commission the go-ahead to agree to the United States' request to re-negotiate the Euratom/United States Co-operation Agreement. This agreement covers the terms and conditions for the supply of United States' nuclear material to the community.

Under recent United States' legislation, all contracts for the supply of nuclear material have had to be re-negotiated. Certain EEC member states were at first loathe to re-negotiate an agreement already in existence which had a few more years to run.

The commission's reply to the United States will stress that these negotiations should not prejudice the results of work on the international nuclear fuel cycle evaluation (INFCE), which are expected to last for two years.

Draft regulations on drivers' hours before commons

William Rodgers, Secretary of State for Transport, laid draft regulations before parliament on 4 July to harmonise EEC law on drivers' hours with domestic legislation, and to give effect to exemptions from the EEC rules agreed with the European commission.

In a written commons reply Mr Rodgers said that after consultations with both sides of the road transport industry, he had completed discussions with the European commission on national derogations from regulation (EEC) 543/69. 'Because of the urgent need to remove uncertainties facing the industry, I hope that it will be possible to debate the regulations before the recess,' he said. 'In the meantime, until the final decisions are made, I would not want anyone to change operating practices in respect of vehicles and purposes for which derogation is possible.'

In the context of the drivers' hours regulation, the Department of Transport issued advice last February (leaflet GV220) to the effect that 'continuous driving' should be interpreted as including non-driving duties. Since then the department has received representations that this advice is illogical and unduly restrictive. Interpretation of the law is a matter for the courts but, having re-examined the matter and bearing in mind the applicability of sub-section 96(2) of the Transport Act 1968, the department is prepared to accept that, unless and until the courts decide otherwise, the term 'continuous driving' may be interpreted literally. The department's traffic examiners are being advised accordingly.

Both sets of regulations follow the coming into force of regulation (EEC) 543/69 for UK traffic at the beginning of the year. The EEC regulation has been in force for British vehicles on international journeys since 1973.

Dell welcomes ceilings on Greek textiles

Immediate ceilings on certain Greek textile exports to the community have been announced by the EEC commission. Welcoming the decision Edmund Dell, Secretary of State for Trade said on 7 July that this firm action by the commission would help to ensure that the renegotiated multifibre arrangement would continue to work effectively.

Freight movement in the EEC

A two-day conference 'EEC freight movement' has been arranged by Oyez International Business Communication Ltd in association with the Institute of Export.

The conference will be held at the Inn on the Park Hotel, London, from 18 to 19 July. Director-general of the Institute of Export, Arthur Day, will chair the conference and subjects covered will include documentation, expediting freight, costing, import/export procedure, claiming from customs and community transit regulations.

Further information is available from Oyez International Business Communications Ltd, Norwich House, Norwich Street, London EC4A 1AB, tel. 01-242 2481/3473.

New EEC documents

This list of EEC documents was deposited in the commons in the seven days up to 23 June 1978 (commission reference numbers, where appropriate, are given in parentheses). The above documents are available for consultation at the European Communities Information Office at 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/1328/78 (COM(78)261 FINAL)
Proposal for a Council Regulation (EEC) adopting general rules in connection with the special measures for peas and field beans used in the feeding of animals.

R1457/78 (COM(78)255 FINAL)
Food aid – Commission proposals for food aid to Somalia in the form of cereals and butteroil under the 1978 programmes.

R/1459/78 (COM(78)244 FINAL)
Proposal for a Council Regulation (EEC) establishing Community fishing plans for directed herring fishing in certain zones.

R/1465/78
Proposal for a Council Directive (Euratom) amending the Directive of 1 June 1976 laying down the revised basic safety standards for the health protection of the general public and workers against the dangers of ionizing radiation.

R/1481/78
Proposal for a Council Regulation (EEC) on system of aid for dried fodder.

R/1514/78
Amendment to the proposal for a Directive on certain immediate measures for adjustment in the fisheries sector (COM(77) 543 final, 21 October 1977). Amended proposal for a Council Regulation (EEC) on a common interim measure for restructuring the inshore fishing industry (COM(75/574 final, 14 November 1975).

S/962/78
Proposal for a Council Regulation (EEC) on the application of Decisions nos. 1/78 and 2/78 of the EEC-Switzerland Joint Committee on Community Transit amending the Appendices of the Agreement.

S/992/78
Proposal for a Regulation extending until 30 June 1979 the term of validity of the special provisions applicable to the importation into the Community from Greece of goods covered by Regulation (EEC) no. 1059/69 ('processed agricultural products').

S/1006/78
Proposal for a Council Regulation (EEC) suspending the application of an indicative ceiling established by Regulation (EEC) no. 702/78 for the imports of certain products originating in Portugal.

S/1011/78
Proposal for a Council Regulation (EEC) concerning the conclusion of the Agreement on fisheries between the European Economic Community and the Government of Denmark and the Home Government of the Faroe Islands.

R/1495/78 (COM(78)254/A FINAL)
Proposal for a Council Regulation on the sale of butter at reduced prices to persons receiving social assistance. Proposal for a Council Regulation on the transfer to the Italian intervention agency of skimmed-milk powder held by the intervention agencies of other Member States. Proposal for a Council Regulation amending Regulation (EEC) no. 804/68 on the common organisation of the market in milk and milk products.

Consultative document

S/911/78 – Add. 1 (COM(78)220 FINAL)
Commission opinion on Portugal's application for accession – Annex.

Choosing a community business partner

The Commission of the European Communities set up the Business Co-operation Centre to encourage co-operation between firms in different member states wishing to increase competitiveness and respond to the opportunities opened up by access to the community's markets. Co-operation is defined as pooling one or more activities of partner firms: for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The centre will search its files for a suitable partner, and if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every community country.

Readers wishing to obtain further information about the requests for co-operation below should write direct to the centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The centre makes no charge for its services.

BRE/5117/314
Austrian manufacturer of special doors for industry and private vehicle garages and steel door frames and fittings, with a workforce of 175, seeks British, Irish or Danish metal engineering firm (dealing with 0.5 to 4 mm thickness) with a minimum workforce of 25 and with well-established contacts to construction materials trade, in view of co-operation in sales, reciprocal production and common development.

BRE/5103/342
A German manufacturer of interference-suppression equipment for electric motors and machine-tool control panels, with an annual turnover of DM2,500,000, employing 20 persons, seeks British manufacturer of relays, printed circuits or electric-drive components with a view to exchanging know-how and to production and sales on a reciprocal basis. The number of persons employed by the partner should not be more than 100. Languages: German, French, English.

BRE/5103/483
A German manufacturer of moulded plastic articles such as metal detectors and technical products, employing 40 persons, with a turnover of DM2,500,000, seeks partnership with a British manufacturer of plastic articles and materials for the 'do-it-yourself' sector with good connections with large department stores, hobby centres and specialised retailers and employing not more than 100 persons, with a view to selling and manufacturing on a reciprocal basis. Languages: German, English, French.

BRE/5148/837
A French firm of surveyors, specialising in the making of plans and graphs for industry, public works, commerce, administration, applied research, civil engineering, agricultural engineering (possessing advanced technological resources: reflecting-wave tacheometers, computers, automatic drawing machines, electromagnetic detection equipment for all subsoil research), having an annual turnover of FF3,300,000, employing 16 persons, and with experience of working in Turkey and Black Africa, seeks co-operation with a European engineering consultancy, public works enterprise or architect's office, with a view to replying jointly to invitations to tender from non-member countries. Languages: French, English.

BRE/5185/502.3
Austrian limited company, specialised in the planning and construction of steel concrete viaducts, span width up to 200 m, turnover Ösch275 million, 100 staff and 500 workers, seeks partners of equal size, engaged in the construction of roads or railways, interested in joint venture viaduct projects in third countries or partner's home country where the expertise of Austrian firm may be utilised. Also projects in which Austrian company act as subcontractor can be considered. Languages: German.

BRE/5181/321
A French manufacturer of soil preparation equipment (harrows, cultivators, vibrating harrow, etc) specialising in disc machinery (disc harrows, stubble ploughs, etc), covering the entire French market, having an annual turnover of FF18 million (10 per cent of which accrues from exports), and employing 95 persons, seeks partnership with British manufacturer of fertiliser spreaders, manure spreaders, seed drills for grain and maize, root harvesters, haymaking equipment, etc. The aim of the partnership would be the reciprocal sale of the products manufactured by each partner. Languages: French, German, English.

BRE/4735/314
An Italian limited liability company in the structural steelwork sector specialising in turn-key contracts by means of the three-tier structure: a consultancy division (market surveys, feasibility studies, financing studies); an engineering division for technical assistance; a contracting division supplying complete plant: machinery, equipment, industrial hangars, civil engineering (own fabrication of parts for structural steelwork and platework); erection and, where necessary, commissioning to full production stage. Engaged in the following sectors: food and drink, glassmaking, pharmaceutical products, building components, technical installations, timber, cement, fertilisers; with an annual turnover of Lit7,000 million, employing 370 persons, having three establishments in Italy, an efficient commercial organisation in Black Africa, the Middle East, South-east Asia, Venezeula and Colombia; seeks German, French or British partner of the same size or larger, of similar structure and specialising in sugar-processing plant, fine chemicals, fertilisers, pollution control, pharmaceuticals. Languages: Italian, English.

BRE/5101/472.4
A German manufacturer of luxury cardboard packaging and offset printed matter for the tobacco industry (boxes with lids for cigarillos, cigars and cigarettes, Mollissen boxes, slide packs, etc), the cosmetics industry and the food industry, with an annual turnover of DM17 million (40-50 per cent of which accrues from exports to EEC countries), employing 350 persons, seeks French or British partner in the same sector (cardboard printing and processing), employing fewer than 500 persons, having good connections in the food, textile or cosmetics industries and manufacturing high-grade products, with a view to a joint venture for the manufacture and sale of the German articles on the British market and vice versa. Languages: German, French.

BRE/5091/503
Irish manufacturer of prefabricated sectional chill and freeze rooms, insulation slabs for building and truck insulation, insulated doors and coldroom equipment to user's requirements, mainly sold to refrigeration dealers, turnover £200,000, 25 employees, seeks partners in the same sector, having a particularly strong distribution set up and interested in taking a majority holding in the Irish manufacturing company. Languages: English, German, French.

BRE/5087/328.1
Medium-sized Benelux manufacturer of diesel engines, seeks partner with a strong international marketing organisation in capital goods, with a view to a close association. Languages: French, German, Dutch, English.

BRE/5023/839
Danish company, 46 employees (eight engineers) and a turnover of Dcr17 million (exports 99 per cent), engaged in the design, construction and sales of machinery, and of related know-how, for the plastics and building industries. Co-operation partners are sought for two of the lines:
1 Standardised brick making plants based on a worldwide patented system, which is particularly fit for tropical and subtropical zones.
2 Plants for continuous production of sandwich building elements using a combination of polyurethane foam and inorganic fillers.
The Danish company seeks partners who are engaged on the African, Asian, Latin American or Middle East markets, scope of the co-operation in a joint venture to market systems and manufacture the equipment according to the patents of the Danish firm. Languages: English.

Checklist of EEC company law harmonisation programme

The following checklist gives a brief résumé of the current position of EEC legislation or proposed legislation on company law. It is hoped to update this list at six-monthly intervals. For further information contact the general inquiry point in Companies Division, 01-215 3502.

The second directive (company capital)
The directive was formally adopted by the council of ministers on 13 December 1976. A consultative paper on the proposed changes to UK company law was issued by the Department of Trade in July 1977 ('Implementation of the Second EEC Directive on Company Law'). Legislation is being prepared, which will be introduced as soon as the opportunity permits.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.
Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

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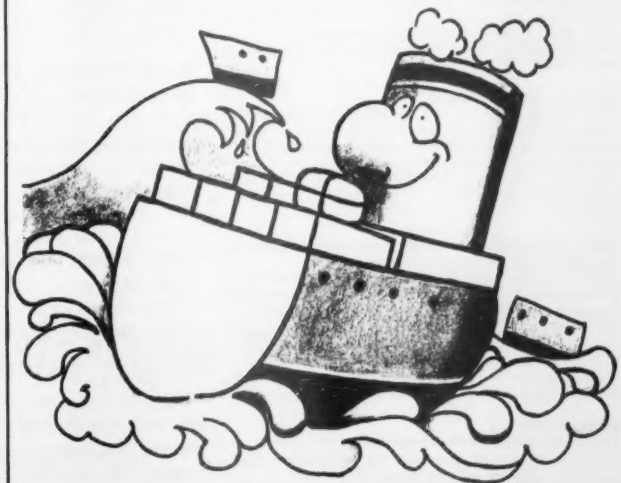

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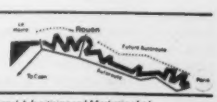

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The draft third directive (internal mergers)
The second reading was completed in December 1976 and the third reading commenced in March 1977. Possible solutions to a number of outstanding difficulties have recently been proposed by the UK. The directive could be adopted by the end of 1978.

The draft fourth directive (company accounts)
This directive which provides rules for the uniform preparation, presentation and publication of company accounts was adopted by the EEC council of ministers on 27 June 1978. It is expected that UK companies will be required to prepare their accounts in conformity with the provisions of the directive as from 1982.

The draft fifth directive (company structure and administration)
The commission's Green Paper on the board structure and employee participation issues (raised by the draft directive) was published in November 1975. The directive will be revised to take into account comments of the European assembly and the economic and social committee, and views expressed about the green paper. The UK government's own proposals on industrial democracy were published in May 1978.

The draft sixth directive (prospectuses issued when shares are quoted on stock exchange)
A council working group has completed the second reading of the draft directive. A revised te ! has been prepared and a third reading is near completion.

The draft seventh directive (group accounts)
The commission published a draft in May 1976. The views of the economic and social committee and the European Assembly have been given. A Council Working Group is likely to start the first reading of the directive later this year.

The Würdinger report (proposal for a draft directive on related companies and groups)
A draft directive is being prepared following preliminary discussion by a commission working group.

Pennington report (proposals for a draft directive on takeovers)
A commission working party has considered Professor Pennington's report (which includes a draft directive). The commission is drafting its own proposals, but it is unlikely that this draft will be published in the near future.

Draft directive on the co-ordination of laws etc regarding collective investment undertakings for transferable securities (unit trusts)
A council working group commenced its first reading of the draft directive in September 1977. It is not possible to forecast when the directive will be ready for adoption.

Freedom of establishment for stockbrokers and jobbers
At a meeting in April 1978 a review of member states rules and practices concerning establishment in these professions took place. A first round of discussion of a commission working paper on these laws and practices has been completed.

Qualification of auditors
A draft directive was published in April 1978.

Draft directive on admission of securities to official stock exchange quotation
A council working party has nearly completed the third reading.

European companies statute
The council working group has started on the first reading confining itself to the general provisions but progress during 1978 has been extremely slow.

European co-operation grouping
It is unlikely that discussion of the regulation by a council working party will take place during 1978.

Draft convention on international mergers
It is expected that the second reading will be completed by the end of 1978.

Draft bankruptcy convention
An amended text of the draft convention has been prepared incorporating the changes resulting from the second reading, during which the observations of the original six member states were considered. Substantive negotiations are now in progress based on observations submitted by the three new member states, and these negotiations are expected to be completed by April 1979.

Community patent convention, European patent convention and patent co-operation treaty
The Community Patent Convention (CPC) together with the European Patent Convention (EPC) provide a complete body of European patent law and procedure. Entry into force of the CPC is likely to occur in 1980 or 1981. The EPC entered into force on 7 October 1977; so far it has been ratified by eight states.

The Patent Co-operation Treaty (PCT) came into force on 24 January 1978. So far 18 states have ratified the treaty including; the UK, France, FRG, USA and the USSR.

Insider dealing
The commission held a preliminary meeting of a working party of experts in 1976. More recently the commission has suggested that they may call a further meeting in 1978.

Canvassing of securities
A draft directive was tabled following the third meeting of a working group of experts in February 1978. The draft met with considerable opposition from certain delegations and the commission have agreed to give the matter further consideration.

Continuing disclosure of information concerning securities admitted to listing on a stock exchange
A working document based largely on the current UK stock exchange practice was discussed and the commission propose to convene a fourth and final meeting in due course.

Dissolution and liquidation of limited companies
Discussion of the Scholten report (which contains a draft directive on this subject) has been continued, substantially completing the first reading. A revised draft will be prepared before the second reading starts. Dissolution is here used in the continental rather than the UK sense, and the subject matter of the directive is, in effect, members voluntary winding-up.

New legislation

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Cereals. The *Official Journal* L167, 24 June 1978, contains the texts of the following regulations:

Regulation (EEC) 1387/78 laying down the method for determining the minimum bread-making quality of common wheat.

Regulation (EEC) 1388/78 applying a special intervention measure for common wheat of bread-making quality at the start of the 1978/79 marketing year.

Regulation (EEC) 1390/78 amending regulation (EEC) 2835/77 laying down detailed rules with respect to aid for durum wheat.

The *Official Journal* L170, 27 June 1978, contains the texts of the following regulations:

Regulation (EEC) 1408/78 fixing for the 1978/79 marketing year, the threshold prices for cereals and for certain classes of flour, groats and meal.

Regulation (EEC) 1410/78 fixing for the 1978/79 marketing year, the reference prices for hybrid maize for sowing.

Regulation (EEC) 1411/78 amending for the 14th time regulation (EEC) 2042/75 on special detailed rules for the application of the system of import and export licences for cereals and rice.

Seeds. Regulation (EEC) 1409/78 amending regulation (EEC) 1445/76 specifying the different varieties of *Lolium perenne L.* (*Official Journal* L170, 27 June 1978).

Sugar. The *Official Journal* L170, 27 June 1978, contains the texts of the following regulations:

Regulation (EEC) 1396/78 amending articles 8 and 38 of regulation (EEC) 3330/74 on the common organisation of the market in sugar.

Regulation (EEC) 1397/78 amending articles 2 and 3 of regulation (EEC) 1358/77 laying down general rules for offsetting storage costs for sugar.

Regulation (EEC) 1398/78 fixing, for the 1978/79 sugar year, the sugar prices, the standard quality of beet and the coefficient for calculating the maximum quota.

Regulation (EEC) 1399/78 fixing for the 1978/79 sugar year, the derived intervention prices, the intervention price for raw beet sugar, the minimum prices for beet, the threshold prices, the maximum amount of the production levy and the amount of the repayment to offset storage costs, and fixing the coefficient for calculating the special maximum quota.

Regulation (EEC) 1400/78 laying down general rules for the production refund on sugar used in the chemical industry.

Regulation (EEC) 1401/78 fixing, for the 1978/79 sugar marketing year, the differential charge to be levied on raw preferential sugar and the differential amount to be granted in respect of raw cane sugar from the French overseas departments.

Regulation (EEC) 1402/78 laying down, for the 1978/79 sugar marketing year, measures to facilitate the disposal of sugar produced in the French overseas departments.

Regulation (EEC) 1428/78 amending regulation (EEC) 837/68 on detailed rules for the application of levies on sugar (*Official Journal* L171, 28 June 1978).

Regulation (EEC) 1429/78 fixing, for the 1978/79 sugar marketing year, the flat-rate amount provided for in the system of minimum stocks (*Official Journal* L171, 28 June 1978).

Oils, fats and oilseeds. Regulation (EEC) 1419/78 amending regulation (EEC) 136/66/EEC on the establishment of a common organisation of the market in oils and fats (*Official Journal* L171, 28 June 1978).

Regulation (EEC) 1420/78 fixing, for the 1978/79 marketing year, the main intervention centres for oil seeds and the derived intervention prices applicable at these centres (*Official Journal* L171, 28 June 1978).

Animal feedingstuffs. Regulation (EEC) 1417/78 on the aid system for dried fodder (*Official Journal* L171, 28 June 1978).

Regulation (EEC) 1418/78 adopting general rules in connection with the special measures for peas and field beans used in the feeding of animals (*Official Journal* L171, 28 June 1978).

Milk and milk products. Regulation (EEC) 1391/78 laying down amended rules for the application of the system of premiums for the non-marketing of milk and milk products and for the conversion of dairy herds (*Official Journal* L167, 24 June 1978).

Regulation (EEC) 1421/78 amending article 25 of regulation 804/68 on the common organisation of the market in milk and milk products (*Official Journal* L171, 28 June 1978).

Regulation (EEC) 1422/78 concerning the granting of certain special rights to milk producer organisations in the United Kingdom (*Official Journal* L171, 28 June 1978).

Pigs and pigmeat. Regulation (EEC) 1423/78 replacing article 5(1) of regulation (EEC) 2759/75 on the common organisation of the market in pigmeat by: '1. The buying-in price for pig carcases of standard quality may not be more than 92 per cent or less than 78 per cent of the basic price' (*Official Journal* L171, 28 June 1978).

Processed agricultural products. Regulation (EEC) 1438/78 extending the period of validity of regulation (EEC) 1267/69 laying down special provisions applicable to the importation into the community from Greece of goods covered by regulation (EEC) 1059/69. In article 3(2) of regulation (EEC) 1267/69, 30 June 1978 is replaced by 30 June 1979 (*Official Journal* L173, 29 June 1978).

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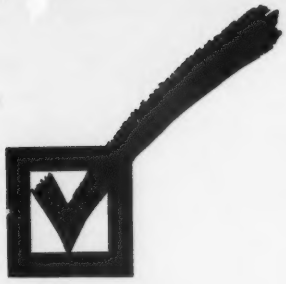

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Overseas trade news

ECGD introduces new bank guarantee

ECGD has introduced a new form of bank guarantee, the foreign currency specific bank guarantee, for UK exports of capital goods financed in foreign currency. This was announced in the commons on 5 July by Secretary of State for Trade Edmund Dell.

The new guarantee will enable export contracts concluded on a 'supplier credit' basis (credit extended by the exporter to his overseas buyer) to be financed in foreign currency. Until now exporters financing major contracts in foreign currency with ECGD support have been restricted to 'buyer credit' transactions (loans from banks in the UK direct to overseas borrowers from which UK exports are financed).

The new guarantee is designed to help capital goods exporters who are recourse worthy under supplier credit arrangements and who find supplier credit more appropriate to their business arrangements than buyer credit, or who are selling to those markets which prefer supplier credit. It will be available for 'one-off' UK export contracts with credit terms of two years or more in either US dollars or deutschemarks. Contracts will normally be expected to be worth at least £1 million.

Under the terms of the new foreign currency specific bank guarantee, ECGD will undertake to continue funding a loan should the lending bank be unable to raise sufficient funds on the Euromarket. This 'funding agreement' is in line with that already given under foreign currency buyer credits.

Premium for the new facility will be charged at the same rates as apply to similar contracts in sterling, varying case by case according to the assessment of the risks involved.

Mr Dell explained that the arrangements, which would be introduced with immediate effect, had been the subject of discussions between ECGD, the banks, the CBI and exporters, and were available for contracts insured on a specific basis involving credit terms of two years or more. To ensure that finance under these arrangements would continue to be available, ECGD would be prepared to make loans to financing banks under section 3(1)(a) of the Export Guarantees Act in the event that funds were not readily available from the commercial market.

New Caribbean development fund set up

Agreement on the establishment of a development facility was reached at the Caribbean Group for Economic Development totalling at least $125 million over the next 12 months which will represent additional financial and development assistance to the countries of the area.

In a written parliamentary answer, Mrs Judith Hart, Minister for Overseas Development, said that among those who proposed to contribute to the facility are the United States, Venezuela, the Opec special fund, Canada, France, the Netherlands, Norway, and the UK.

'Special attention was given to the immediate problems of Jamaica, Guyana and Barbados, arising from their dependence on imported oil and the fall in the prices of their exports,' Mrs Hart said.

She said that it was agreed that some $52 million would be made available to Jamaica under the facility in the next 12 months, including $10 million (£5.5 million) from the UK. The World Bank was also mobilising help for Guyana and Barbados, while the needs of the smaller islands were also seriously to be considered.

'I am very happy with the outcome, and believe that the United Kingdom has played an important and constructive role in the success which has so far been achieved,' Mrs Hart concluded.

Some of the contributions to the Caribbean development facility, notably that of the United States, are subject to approval by the legislatures concerned and Britain's new pledge for Jamaica is in addition to the programme loan for £20 million ($36 million) concluded in January.

The group will continue to work together, under World Bank auspices. It is hoped it will be able to identify regional projects and opportunities for co-financing which will assist the independent countries, Associated States and dependent territories of the Caribbean. The smaller islands in particular will profit from an increased emphasis on regional co-operation and regional projects.

Britain's export expert sought

The success of the 1977 'Export Year Expert' competition has led the Institute of Export to organise a similar event this year to find Britain's Export Expert. The competition, which is part of the Export United campaign, is designed to exercise the professionalism of Britain's exporters. They will be required to answer questions on subjects ranging from documentation and insurance to transportation and finance, as well as practical general knowledge.

Heats will be organised in five regions covering each part of the country. The winning regional contestants will each receive £100 and go on to compete for the national prize of £500. The aim of the competition is to demonstrate the scope of knowledge and expertise needed to be a successful exporter and to illustrate that salesmanship alone is no longer enough when competing in tough international markets.

The competition is open to anyone involved in practical exporting on a day to day basis and to students from colleges and polytechnics offering the 'Foundation Course in Overseas Trade'. Application forms containing an eliminating questionnaire are being circulated by the Institute of Export to 2400 Export United companies, previous contestants and to the 35 colleges and polytechnics which offer the Foundation Course. Other exporters interested in taking part in the competition should contact James Robinson, Institute of Export, World Trade Centre, London E1, tel. 01-488 4766.

Anglo-Japanese co-operation seminar held

British and Japanese companies should consider the possibilities of combined business together in third markets where their experience, expertise and resources are complementary and can be pooled to the best advantage. This point was made by Lord Limerick on 4 July when he opened a seminar in London on

French visitors see UK components

Some of the 18 French visitors, who spent a week from 11 to 16 June visiting British component manufacturing plants as guests of the Electronic Components Industry Federation and the British Overseas Trade Board. The visitors are shown at the mini-exhibition held at the Skyway Hotel, Heathrow Airport, featuring the products of 13 companies. The visitors are inspecting some reed relays which were displayed by the Southend-based Electrothermal Engineering Ltd.

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Lord Limerick (fourth from right), a member of the British Overseas Trade Board, opening the seminar held in London on 4 July.

Britain and Japan – opportunities for trade in third country projects. The seminar was sponsored by the Japan Task Force and the CBMPE.

Lord Limerick, a member of the British Overseas Trade Board, told over 100 delegates, including 30 Japanese, that the recent strength of the yen has increased the attractiveness of buying from Europe for third country projects and that Japanese contractors are known to be interested now in purchasing machinery and supplies from European manufacturers. He said that British plant equipment was well known in such areas as the Middle East. Now was an opportune time for British firms to take advantage of business openings alongside Japanese trading and engineering companies.

Other speakers at the half-day seminar included Mr T. Okabe from the Japan External Trade Organisation on export insurance; Mr J. A. Dyer, ECGD, on international co-operation between credit insurers for large projects; Mr T. Saegusa, Mitsubishi Corporation who spoke on the role of the Japanese trading companies; Mr R. Kingdon, vice-chariman, Process Plant association on equipment available from Britain and Mr G. Flint, managing director, Adamson and Hatchell Ltd who spoke on collaboration opportunities.

Copes supplies desuperheaters for Sines

Copes Regulators, Winsford, have been awarded further contracts for control valves and desuperheaters for use on the Sines complex in Portugal.

Latest successes are the desuperheaters for the power station complex on the proposed refinery from the Belgian contractor, and the control valves for the boilers 1 and 2 auxiliaries at Setubal power station from Babcock Controls Ltd.

This brings the total contracts awarded to Copes, for use on the Sines complex, to six, embracing boiler-control valves on Setubal 1 and 2; the desuperheating requirements for Procon/Technip as well as those items mentioned above.

Conference to expand US opportunities

United States investment regulations, anti-trust laws, taxation and growth industries are among the topics which will be discussed when over 200 US and foreign business men meet in Indianapolis, Indiana, USA for the second annual middle America conference on licensing and joint venture opportunities in the United States from 19-20 October.

At this conference there will be opportunities to meet American manufacuturers interested in buying technology and entering into joint venture agreements with foreign firms. Special arrangements will be made for matching up potential partners. Speakers drawn from both the public and private sector will provide insight into the complexities and potential for investing in the United States.

This year the conference is sponsored by the State of Indiana and Probe International of Stamford, Connecticut, with the support and co-operation of the United States Department of Commerce and other middle America states.

For more information contact: European Registrar: Mr Jaap de Rijke, PO Box 396, 3330 AJ Zwijndrecht, The Netherlands, tel. (0)78-93531, telex 28013 jrc nl, or American Registrar, State of Indiana, International Trade Division, 336 State House, Indianapolis, Indiana 46204 tel. (317) 633-4537, telex 810-3413376.

Trade with Efta countries

Trade and Industry, 24 June 1977, pages 581, 582-584, summarised the effect on UK exports with the ending of the tariff-dismantling period for most goods covered by the EEC/Efta trade agreements. In general goods now gain duty free entry to the Efta countries (provided the normal origin rules are satisfied), but exporters should be aware that for the products listed in the article referred to above, Trade with Efta countries from July, (and reproduced in appendix C of customs and excise notice, 828) the tariff-dismantling period has not ended.

For these goods the Efta countries continue to give more favourable treatment to UK (and Danish) goods than to similar goods from other EEC countries, provided that the provisions of article 25.1 of the origin protocol annexed to the EEC/Efta agreements are satisfied, and the movement certificates EUR 1 or EUR 2 endorsed to that effect.

Inquiries

Inquiries should be made to the Department of Trade (General Division), Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 5750, or on questions of documentation and procedures, to HM Customs and Excise (International Division E, Branch 4), Adelaide House, London Bridge, London EC4R 9DG, tel. 01-626 1515 ext. 2454.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1688: extensions to the validity period of import licences

All individual import licences issued by the Department of Trade bear an expiry date after which the licence ceases to be valid for the importation of goods.

In the case of import licences for goods subject to quantitative restriction Import Licensing Branch will consider written applications from traders for the validity of a licence to be extended for a period not normally exceeding three months if, for reasons beyond the trader's control, such as manufacturing or shipping delays, the goods cannot be cleared through United Kingdom customs before the due expiry date. However, in those cases where it is agreed to extend the validity of the licence, this will be subject to the *condition that the goods are shipped on or before the original expiry date*. Licences so extended will be stamped with an endorsement to that effect.

No provision is made for surveillance import licences to be extended, but on receipt of a written notification that the goods for which a surveillance licence has been issued cannot be cleared through United Kingdom customs before the expiry date shown on the licence, together with the original licence and a fresh application on form ILB/A, a new surveillance licence will be issued.

Applications

In all cases, applications for the extension or renewal of import licences should be sent, together with the original licence, to Import Licensing Branch at the address shown above.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 264.

Overseas trade export services

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Mitchell Cotts opens east London depot

Mitchell Cotts Airfreight (UK) Ltd has opened a new depot in east London, the third new location this year. The company now has 10 locations throughout the UK.

The new depot will provide collection and delivery services for airfreight customers in the east London area and the services of Wisk Air Cargo Ltd. The depot is also able to offer warehousing facilities and storage, and a choice of IATA or consolidation rates.

Further information: circle 745

Two shipping lines merge

Two ro-ro shipping lines serving Nigeria, BFI Line and TFL Afrik, have merged to form a joint company called BFI West Africa Lines Ltd.

Both BFI and TFL Afrik currently provide sailings every 14 days. The new joint service, which started on 1 July, will have sailings every 10 days from Felixstowe and Sheerness. A wide range of equipment is available including 20 ft containers, 40 ft box vans, 12 m flats and low loaders. The new company will operate from the present BFI offices in Bury Street, London EC3 and cargo will be booked through existing channels until arrangements have been made regarding agencies.

Further information: circle 746

MSAS launches Tokyo-Manchester service

MSAS has introduced a twice-weekly consolidation service from Tokyo to Manchester direct achieving transit times of two and a half days.

The new service affords local customs clearance at Manchester Airport. The service also benefits importers further afield in Birmingham and Scotland as consignments for these areas are forwarded by MSAS to their ultimate destination in bonded trucks for local customs clearance. MSAS has three offices in Tokyo, including one at Narita, and offices throughout the north of England and Scotland.

Further information: circle 747

Research company looks at exporting

To enable UK managers to compare their own activities with those of other organisations, Industrial Marketing Research is publishing a series of reports on export activities. The latest is 'How Britain and German Industry Exports'.

Industrial Market Research was the first market research company in Europe to operate solely in the industrial sector.

The company's facilities include every information gathering and problem solving activity, with a particular emphasis on interpretation of business situations throughout the world.

In addition to its market studies for individual industrial and institutional clients, Industrial Market Research has published a large number of books, monographs and reports related to various aspects of industrial marketing, of which the series on business practices in the UK and other countries is one example.

Further information: circle 748

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Overseas trade country data

Australia

Shaft couplings, gearboxes and gears therefor. A notice in *Trade and Industry*, 16 September 1977, announced that the Australian government had received a request for temporary protection from the Australian industry concerned against the import of these items (tariff items 84.63.990 and 84.63.500).

The Australian government has now referred the request to the Temporary Assistance Authority for report within six weeks; the public hearing will be held in Canberra on 18 July.

Interested parties who wish to give evidence at the public hearing should send their submissions immediately to the Temporary Assistance Authority, PO Box 80, Canberra, ACT 2600; telex address Indcom 62283.

Inquiries: CRE 01-215 5319.

Ref: CRE 1526/77

Vegetable oils and animal oils and fats. A notice in *Trade and Industry*, 6 May 1977 reported the dates on which the Industries Assistance Commission would be holding public inquiries into the question of whether assistance should be accorded the production in Australia of these products.

The commission has now issued its draft report which is being made available to give interested parties an opportunity to examine and comment on it before it is finally settled. The commission will hold a further public inquiry on 14 August at the Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulbourn Street, Sydney NSW to consider submissions. A copy of the report may be obtained on loan from the Department of Trade, Room 336, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319.

Ref: CRE 546/77.

Asbestos. A notice in *Trade and Industry*, 7 July, reported that the Australian government had requested the Industries Assistance Commission to inquire into the assistance needs of the local asbestos industry (tariff item 25-24).

It has now been announced that the public hearings will be heard as follows: Grafton, NSW 17 July; Tamworth, NSW 19 July; Sydney, NSW 21 July.

Inquiries: CRE 01-215 5319.

Ref: CRE 1060/78

Brassieres. A notice in *Trade and Industry*, 2 June, on this subject refers. The Australian government has announced that an additional rate of $2 each will apply to brassieres (tariff number 61.09.19) imported outside the quota allocation. The rate will continue on and after 1 July 1978.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Brazil

Polypropylene film. Customs policy council resolution 3169 published in the *Diario Oficial* of 15 May, reduced the import duty on polypropylene sheet or film of a nominal thickness of 0.026 mm, intended exclusively for electric condensers, to 25 per cent for a period of one year. The duty on other products in subheading 39.02.04.99 remains at 185 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Products in tariff chapter 27. Customs policy council resolution 3172, published in the *Diario Oficial* of 15 May, extends for a further year the exemption from import duty on products in the following headings: 27.01.01.00; 27.01.02.00; 27.01.03.00; 27.01.04.00; 27.02.00.00; 27.03.00.00; 27.05.02.00 and 27.08.02.00, with prior authorisation of the Conselho Nacional de Petroleo.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty reduction on filter blocks. Customs policy council resolution 3167, published in the *Diario Oficial* of 15 May, reduced the duty on filter blocks to be used specifically in the manufacture of vaccines against foot-and-mouth disease, under subheading 68.13.99.00, from 137 per cent to 15 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Diesel-hydraulic dredgers. Customs policy council resolution 3168, published in the *Diario Oficial* of 15 May raised the import duty from 7 per cent to 37 per cent on diesel-hydraulic dredgers for suction and depression, demountable for the purpose of transport, with dredging pump power of up to 800 hp. The duty on other dredgers in heading 89.03.01.00 remains at 7 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference prices for containers. Customs policy council resolution 3185, published in the *Diario Oficial* of 9 June, established reference prices for containers of iron or steel, for compressed or liquefied gases, in tariff headings 73.24.01.00 and 73.24.99.00.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Exemption from prior deposit. Resolution 477 of the Banco Central do Brasil, published in the *Diario Oficial* of 22 May, added the following to the list of goods which are exempt from the 360 day prior deposit requirement for imports:

Material and equipment, without national similars, intended for combatting fires and for the saving of human life, imported by organisations responsible for such services. Hexachlorocyclohexane (BHC) when imported by the Ministry of Health.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Amendments to import restrictions. Cacex Comunicado 78/18 of 12 May 1978 made certain alterations to Cacex Comunicado 78/2, which consolidated the current import regulations. A summary of the amendments is as follows:

The importation has been suspended of machinery for crushing soya beans, castor seeds and cocoa beans, and for the extraction of orange juice.

No import authorisation is now required for parts, pieces or components for the importers own use, for: (a) machinery and equipment in tariff chapters 84 and 85, and in heading 87.07, having a duty of not more than 45 per cent; and (b) locomotives in headings 86.01 to 86.04; aeroplanes in heading 88.02; ships and boats in headings 89.01 and 89.03, all having a duty rate of not more than 50 per cent. There is a limit of US $2,000 fob on the value of such parts, pieces or components for each machine, and only one consignment is permitted. These benefits are not extended to those goods which have a rate of duty reduced by concessions to 45 per cent or 50 per cent or less, respectively, nor to imports controlled by Capre and Consider.

The following goods, for which the issue of import licences was suspended until 31 December 1978, may now be imported: sails for boats in heading 62.04.01.00; scales of materials other than invar, in heading 90.16.08.00; and rules more than 3 m long in heading 90.16.31.00.

A copy of this comunicado is available in Portuguese.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Canada

Textile and clothing quota. The Canadian Minister of Industry, Trade and Commerce has announced that the global quota will end on 31 December 1978. A series of bilateral export restraint arrangements with Canada's

major low-cost foreign suppliers of clothing will come into effect as from 1 January 1979. The bilateral arrangements will limit the volume of imports from these major suppliers in 1979 to slightly above 1975 levels. Arrangements have been concluded with the Republic of Korea, China, Poland, Romania, Hong Kong, The Philippines and Taiwan. Shipments from all sources will still require import permits for monitoring purposes.

Inquiries: CRE 01-215 5629.

Colombia

Import licensing. Resolution no. 928 of 7 March 1978 has removed products falling within the following tariff headings from the previous import licence list and these items may now be imported under the free import licence list.

Tariff nos. ex 21.03, ex 23.04, ex 29.05, ex 29.11, ex 32.05, ex 33.01, 36.03, 54.01, ex 57.03, ex 57.04, 70.15, ex 74.07, 77.02 and ex 87.01.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Ethiopia

Exchange control: correction. The notice in *Trade and Industry*, 7 July, page 39, should have contained 'fountain pens' in the list of goods for which foreign exchange will not be available, and not ballpoint pens as mentioned.

Inquiries: OTAR 01-248 5757 ext. 472.

Gibraltar

Amendments to soft drinks regulations. The *Gibraltar Gazette* of 22 June 1978 carried legal notice 63 of 1978, which contained regulations to amend the Soft Drinks Regulations, 1971. The amendments are due to come into force on 1 September 1978.

British exporters may obtain a copy of the above amendments from OTAR.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Indonesia

Import duty exemption. The Indonesian government has announced, with effect from 7 June 1978, total exemption of import duty and sales tax on the import of genuine silver (tariff heading 71.05.10), metallised yarn of gold or silver (tariff heading 52.01.00) and refined copper (tariff heading 74.01.40). The import duty and sales tax will both be nil.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty surcharge on cigarette paper. The Indonesian government has announced, with effect from 23 May 1978, an import duty surcharge on the import of cigarette paper falling under tariff headings 48.01.50, 48.10.90 and 48.15.90, so that the import duty will be 60 per cent and the sales tax 10 per cent.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Iraq

Registration of companies. The Ministry of Planning has recently issued a new registration form to enable foreign companies to record their interest as potential suppliers of goods and services.

Registration is not compulsory but completion of the process may be advantageous in bringing registered firms to the notice of potential customers in the public sector.

Registration forms may be obtained from: Central Follow-Up Committee, Ministry of Planning, Karkh, Baghdad.

Japan

Energy consumption standards. Advance information has been received that a bill designed to encourage energy conservation has been presented to the Japanese parliament. Once enacted into law, energy consumption standards or other technical guidelines will be established for designated items such as motor vehicles, air conditioners and refrigerators. However, until the bill is passed the Ministry of Transport (MOT) and the Ministry of International Trade and Industry (MITI) will not begin to draw up standards or cabinet ordinances. It is proposed that car models and other designated items will be grouped into fairly wide categories (eg engine capacity) and recommended fuel consumption standards or other technical guidelines will be established. Although the standards will not be compulsory they will be recommended guidelines. Manufacturers and importers will be obliged to indicate the energy consumption of the model and, where necessary, to make available to MITI/MOT relevant information (failure to do the latter will be subject to fines). Officials will be authorised to inspect factories, offices and warehouses.

No additional information is available at present but another notice will be published when further details are received.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Kenya

Import duties. The Minister of Finance in presenting his budget for 1978-79 announced several changes in rates of import duties, and sales tax. The main amendments are that the rates of duty on many food items and certain raw materials have been reduced and the rates of duty on some wines, on spirits and on cigarettes and tobacco have been increased.

Further details of the tariff changes can be obtained from OTAR 01-248 5757 ext. 472.

Lebanon

Customs duty amendment. The Lebanese *Official Gazette*, 24, 15 June, published details of an amendment to the customs tariff as follows:

Tariff heading no.	Description of goods	Basis for collection	Normal tariff
94.01	Chairs and other seats (other than those falling within heading no. 94.02) whether or not convertible into beds, and parts thereof:		
14	a Of ordinary metal the duty not to be less than	Value Kgm.Nett	50% LL. 7
24	b Other the duty not to be less than	Value Kgm. Nett	50% LL. 15
94.03	Other furniture and parts thereof:		
14	a Of ordinary metal the duty not to be less than	Value Kgm. Nett	50% LL. 7
24	b Other the duty not to be less than	Value Kgm. Nett	50% LL. 15

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Libya

Trade. The Libyan government's policy of assuming control over all aspects of overseas trading continues to be pursued energetically. The import of most commodities into Libya is now controlled by state trading organisations which have been granted monopolies for this purpose. The private sector importer has now virtually disappeared although some import houses continue to trade with the approval of those state organisations which are not yet geared to importing on their own account and which for the present act as import licensing departments.

It is therefore important for British exporters who wish to keep or obtain a share of the Libyan import market, to make direct contact with those state trading organisations which hold the monopoly for the goods they wish to sell in Libya. Although the despatch of trade literature for this purpose is useful it is no substitute for a visit by a company representative who can get to know the officials concerned and learn at first-hand how the market operates.

A list of the state trading organisations may be consulted at Statistics and Market Intelligence Library, Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU. The list gives details of the trading rights and activities of the various state organisations together with postal addresses and other relevant information. Exporters can therefore readily identify the organisations with whom they should get in touch. Commercial section of the British embassy in Tripoli, Libya, will be pleased to advise in cases of doubt if the inquiry is sent via Export Services Division. Due to current cash flow problems on the Libyan market all business should be conducted where possible on terms of confirmed irrevocable letters of credit. Additional information on the Libyan market is available from Commercial Relations and Exports Division.

Inquiries: CRE 01-215 5358/5225.

Morocco

Import restrictions. The Moroccan authorities have announced that as from 19 June a wide range of items are prohibited (list C). In addition many items previously freely imported (list A) now require an import licence (list B).

Inquiries (quoting specific CCCN numbers): OTAR 01-248 5757 ext. 462.

Mozambique

Tax laws. There have been extensive changes in tax laws in Mozambique. Details can be supplied on application to CRE5, 01-215 5794.

New Zealand

Sugar imports. The New Zealand government has issued the Customs Import Prohibition (Sugar) Order 1978 which came into force on 1 July 1978 whereby sugar in any of its recognised commercial forms derived from sugar cane or sugar beet is made a prohibited import, *except* where it is imported with the consent of the Minister of Customs and subject to such conditions as he thinks fit to impose.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Nigeria

Tariff and prohibition changes. Legal notices 27 and 31, of 1978, published in the Federal Republic of Nigeria *Official Gazette* of 8 June 1978 amend with effect from 15 May schedule 1 of the customs tariff. The following numbers are affected.

03.01; 03.03; 10.06; 17.01; 33.06; 35.01; 35.02; 35.03; 35.04; 35.05; 36.06; 39.01; 39.02; 40.13; 44.11; 44.28; 68.02; 68.08; 68.09; 68.10; 68.11; 68.12; 68.13; 73.10; 85.06; 87.02.

LN 29 of 1978 amends the 1978 import prohibition order. The tariff numbers affected are; 02.06; 61.01; 61.02; 62.05; chapter 64, 70.19; 85.15; 92.11.

Inquiries: OTAR 01-248 5757 ext. 473.

Norway

Import of ice cream (edible ice). The Norwegian authorities have announced that imports of ice cream, in addition to existing labelling regulations, must now also be marked with the date of manufacture (this may be indicated by means of a code approved by the Ministry of Agriculture).

Each consignment, when imported, must also be accompanied by a certificate issued by the local authority in the country of export which confirms that the requirements which may be laid down in the import licence, granted by the Director of Veterinary Service, have been fulfilled and that the edible ice only contains additives approved by the Ministry of Social Affairs.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Pakistan

Import controls and import duties. The commercial representatives in Pakistan have forwarded the following unconfirmed details of the main changes in import controls and import duties as reported in the local press subsequent to the issue of the 1978-79 import policy and budget.

IMPORT CONTROLS

1 Fluorescent tubes; sanitary ware; enamelled bath tubs; and crockery are now importable under tied list only.
2 Grey cement; edible oil; tractors of five specified makes (Massey Ferguson, International Harvester, Ford, Fiat and Bylarus); Power tillers, combine harvesters and other mechanical farming equipment (not manufactured in Pakistan); and pesticides (not being imported by public sector) are now importable by private sector (part A of free list).
3 Pectin and egg trays are now importable by industrial consumers (part B of free list:)
4 Ball bearings (not manufactured in Pakistan) are now importable by private sector (part A of free list).
5 Cold rolled steel tubes used in manufacture of bicycles are now importable by industrial users (part B of free list) – previously restricted to public sector.
6 Synthetic yarn can now be imported without any quota restriction under part A of free list. Previously licences issued on loomage basis of 110 kg per quarter.
7 Construction companies are now allowed to import secondhand machinery when approved by Investment Promotion Bureau.
8 Marble sawing, cutting, rubbing and polishing machinery now importable by marble processing industry (part B of free list).
9 Exporting units of garment manufacturing industry allowed import of several machinery items exclusively.
10 The ceiling for licences for import of machinery for industrial plant has been raised from Rs. 1,500,000 to Rs. 2,500,000 (C & F) if financed from cash and from Rs. 2,000,000 to Rs. 2,500,000 (C & F) if financing is through credits, loans or barters.

Part A of free list contains items importable by registered importers. Part B of free list contains items importable by industrial consumers only. Tied list contains items which may only be imported from tied sources under credits, loans or barters.

IMPORT DUTIES

A Import duty (and sales tax) on raw wool will be totally abolished in order to encourage manufacture of woollen yarn for carpet making industry.
B Textile machinery imported for balancing and modernisation of textile mills and new machinery imported for manufacture of garments and other textile made up goods will be totally exempted from import duty. This applies only to types of machinery not manufactured in Pakistan.
C Air-conditioning plants imported for textile and other industries which are necessary for efficient functioning of industrial processes will qualify for import duty rate applicable generally to machinery. This applies only to types of machinery not manufactured in Pakistan.
D Duty on bus and truck chassis reduced from 60 per cent to 50 per cent (and exempt from sales tax). In the case of bus and truck chassis in CKD condition duty further reduced to 40 per cent. (NB Report does not clarify whether approved makes only are eligible but it is assumed that this is so, nor whether imports have to be channelled through Pakistan Automobile Corporation).
E Duty on wagons (eg Ford Transit) reduced from 100 per cent to 60 per cent.
F Motor vehicles of engine capacity up to 1300 cc adapted to facilitate operation by disabled persons may be imported by such persons free of import duty (and sales tax).
G Duty abolished on artificial limbs for disabled persons and raw materials for their manufacture.
H Duty on photo and thermophotocopying apparatus reduced from 85 per cent to 40 per cent.
I Aircraft and aircraft spares imported by flying clubs and non-profit making training institutions exempted from duty.
J Duty on man-made fibres increased by Rs. 3 per kg.
K Duty abolished on power tillers and planters.
L Duty on loose tea reduced to 53 per cent.
M All re-rollable iron and steel scrap to be dutiable at 55 per cent (and sales tax 10 per cent).
N Import duty on components common to both black and white and colour television receivers to qualify at rate prevailing for colour.
O Import duty on refrigerators is to be assessed on basis of Rs. 250 per cubic foot.

No additional information is available at present but another notice will be published when further details are received.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Foreign investment. In a recent publication entitled 'Pakistan – Foreign Investment Guide' the government of Pakistan spelled out its policy for foreign private investment in the following terms.

'Government of Pakistan attaches great importance to the role of foreign private investment in accelerating the pace of industrial development in Pakistan. A law exists for the promotion and protection of foreign private investment in Pakistan. It contains the basic principles which govern the incentives and safe-guards offered to foreign private investment.

'Although there is no bar to foreign private investment in any industry except such fields as armaments industry, government prefers foreign investment in industrial projects which are capital-intensive, involve sophisticated technology or which break new grounds in promotion of industry. Foreign investors are also allowed, after consideration on a case to case basis, to invest in industries reserved for development in the public sector or to collaborate with public sector agencies in establishing such industries. On the other hand, foreign private investment in simple consumer goods industries which are already well established and are capable of attaining further growth independently of any foreign investment is not encouraged.'

Inquiries:

CRE 01-215 5278/9 (as regards Pakistan's foreign investment policy generally).

OTAR: 01-248 5757 ext. 420/475/7062 for *loan* copies of the guide, and a note on 'Opportunities for Non-Repatriable Investment in Industrial Projects in Pakistan'.

Pakistan Investment Centre, Embassy of Pakistan, 35 Lowndes Square, London SW1X 9JN, tel. 01-235 2044 for any further information required.

Statistics and Market Intelligence Library, tel. 01-248 5757 ext. 368/369 who have a reference copy of the guide on the shelves at MS 571 for inspection only.

Papua New Guinea

Trade Marks Act 1978. The new Trade Marks Act was passed by the National Parliament on 23 May 1978. The new Act would seem in the most part to follow the provisions of the Australian Trade Marks Act. A copy is available for public inspection in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

Saudi Arabia

Foodstuffs standards. Copies of the following Saudi Arabian standards, effective from 1976:

Mutton and goat meat (fresh, chilled and frozen).
Methods of sampling for meat and meat products.

have now been received and are available on request from OTAR: 01-248 5757 ext. 475/7062.

Singapore

Drugs. The Singapore Ministry of Health announced that following recent reports of the toxicity of amidopyrine and noramidopyrine and following information received from the World Health Organisation that these drugs have been withdrawn in several countries, the Ministry of Health has, as from 9 June, prohibited the importation and sale of medicines containing any of these two drugs as ingredients.

These drugs, amidopyrine (also known as aminophenazone) and noramidopyrine (also known as metamizole, dipyrone, methampyrone, sulpyrine) are used as pain killers and are available in Singapore.

In view of their known toxicities and in view

of the availability of other less toxic analgesics there is no justification to continue the use of these drugs.

Wholesale and retail dealers are requested to recall stocks which have been distributed in the market as soon as possible. It shall be an offence for any person, irrespective of whether he is licensed or unlicensed under the Poisons Act, to sell or have in his possession for sale any preparation containing amidopyrine or noramidopyrine in any proportion. Dealers should return their stocks to their suppliers or surrender them to the Poisons Inspectorate of the Ministry of Health immediately.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

General sales tax. As from 3 July 1978, a general sales tax of 4 per cent, flat rate, will be levied on virtually all goods and services at the point of final sale. There are, however, a few exceptions, of which the main ones are the following:

1 goods imported by a 'registered vendor' for resale in the ordinary course of his business (the tax does, of course, become payable as soon as goods are actually resold by a registered vendor to their end user).
2 goods imported by a 'registered vendor' for use in a manufacturing process, eg raw materials, spare parts which will be incorporated into the item finally put on sale and also elements, such as fuel, which are wholly consumed during the process (capital goods, eg machinery, are *not* exempt from the tax).
3 imported goods on which no customs duty is payable, eg goods temporarily imported under an international carnet.
4 goods imported into South Africa for onward transmission to, and sale in, Botswana, Lesotho and Swaziland.
5 goods imported in terms of an obligation under multi-lateral international agreements to which South Africa is a party.
6 strategic material whose importation has been approved by the minister.

All vendors, in the terms of the Sales Tax Act 1978, must register with the Department of Inland Revenue, both for the purpose of paying tax collected on sales to end-users and also to enable them to purchase certain goods or services free from tax (as above). The new tax may be recovered by the 'add-in' method (prices to be quoted inclusive of tax) or the 'add-on' method (4 per cent to be added to the quoted price at the time of sale).

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Tariff application: tents and clutches. Customs tariff application list 19/78, published in the *South African Government Gazette* of 30 June 1978 contains an application to the Board of Trade and Industries for increase in duty on:

1 Tents, classifiable under tariff heading 62.04.
2 a clutch cover assemblies, incorporating pressure plates with an outside diameter not exceeding 250 mm, and parts thereof, classifiable under tariff subheadings 87.06.30.15 and 87.06.30.90.
b clutch driven plates, with an outside diameter not exceeding 250 mm, and parts thereof, classifiable under tariff subheadings 87.06.30.15 and 87.06.30.90.
c clutch cover assemblies, incorporating pressure plates with an outside diameter exceeding 250 mm, and parts thereof, classifiable under tariff subheadings 87.06.30.15 and 87.06.30.90.
d clutch driven plates, with an outside diameter exceeding 250 mm, and parts thereof, classifiable under tariff subheadings 87.06.30.15 and 87.06.30.90

including such clutch assemblies, incorporating pressure plates and clutch driven plates, whether or not fitted to engines, imported as original equipment with unassembled motor vehicles, classifiable under tariff subheadings 87.01.60; 87.02.15; 87.02.22; 87.02.24; 87.02.60 and 87.02.70, and unassembled chassis for motor vehicles, classifiable under tariff subheadings 87.04.20 and 87.04.25.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

Tariff application. Customs tariff application list 20/78, published in the *South African Government Gazette* of 7 July 1978 contains an application to the Board of Trade and Industries for increase in duty on:

1 Epoxides, classifiable under tariff subheadings 39.01.79.10 and 39.01.79.90.
2 Phenol, classifiable under tariff subheading 29.06.10.
3 a Ethambutol hydrochloride, classifiable under tariff heading 29.45
b Pills, tablets and capsules containing ethambutol hydrochloride:
i if not packed for retail sale, classifiable under tariff subheading 30.03.60 and
ii packed for retail sale or put up in measured doses, classifiable under tariff subheading 30.03.80
c Liquid medicaments containing ethambutol hydrochloride:
i not packed for retail sale, classifiable under tariff subheading 30.03.90 and
ii packed for retail sale or put up in measured doses, classifiable under tariff subheading 30.03.80
4 a Paper, with linen finish, classifiable under tariff subheading 48.05.40
b Paper and paperboard impregnated, coated, surface coloured, surface decorated or printed in rolls or in sheets, with a basic mass exceeding 250 g/m² but not exceeding 1000 g/m² and of a value for duty purposes per 1000 kg exceeding R88, classifiable under tariff subheading 48.07.93.25.
5 Defatted soya bean flour, classifiable under tariff subheading 21.07.90.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

Spain

Additional sub-sections for CCCN 29.35. The Spanish *State Gazette*, 17 May 1978 published royal decree 1021/1978 of the Ministry of Commerce, introducing some new subsections for CCCN 29.35 as follows:

Tariff sub-section	EEC preference list	Import duty	Home compensation tax
29.35 K Penicillanic acid, 6 amino, its derivatives, salts and esters	B or C	10% (minimum 3 pesetas per gram)	12%
29.35 L Cephalosporanic acid 7 amino, its derivatives, salts and esters	B or C	10% (minimum 20 pesetas per gram)	12%
29.35 M Desacetoxicephalosporanic acid, 7 amino, its derivatives, salts and esters	B or C	10% (minimum 5 pesetas per gram)	12%
29.35 N Other	B or C	4.5%	12%

These changes came into force on 17 May 1978. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Marking of motor vehicle parts. The Spanish *State Gazette* of 9 June published an order of 30 May of the Ministry of Industry and Energy implementing royal decree 1672/77, which required all parts and assemblies for motor vehicles to be marked clearly and indelibly with the manufacturer's identification.

The parts now subject to these marking rules are listed in English and a copy of the list can be obtained from OTAR section. Further notices will be issued as other parts come under the regulation.

The order of 9 June comes into effect on 9 October.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Thailand

Peanut oil. The Thai Ministry of Public Health have issued notice no. 41 (1977) which comes into force on 16 July 1978 and gives the standards, quality, manufacturing and labelling regulations for peanut oil. United Kingdom exporters can obtain copies of these regulations, on loan, from OTAR.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Electric toys. The *Federal Register*, 20 June, published details of the requirement by the CPSC for determining whether any moving part can be touched and for testing the temperature generated by a stalled motor.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Imports of speciality steels under quota. Imports in pounds weight from the EEC for products under quota as at 23 June.

Sheets and strip of stainless steel (item 923.20) quota filled at 19 920 000.
Plates of stainless steel (item 923.21) 130 637.
Bars of stainless steel (item 923.22) quota filled at 3 240 000.
Wire rods of stainless steel (item 923.23) quota filled at 9 480 000.
Alloy tool steel (item 923.26) quota filled at 3 800 400.

Inquiries: CRE 01-215 5397.

Ethylene oxide. The *Federal Register* dated 23 June 1978 published a rule proposed by the FDA to restrict the use of ethylene oxide as a sterilising agent for certain drug products and medical devices. Written comments (four copies) by 22 August 1978 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville MD 20857.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Motor vehicle standards. The *Federal Register* dated 26 June 1978 published a rule by the NHTSA to expand the standard for the location, identification and illumination of controls and displays. The effective date 1 September 1980.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Motor vehicles: fuel economy. The *Federal Register*, 22 June, published details by the EPA of corrections for fuel economy labelling procedures for 1979 and later model year vehicles.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Architectural glazing materials. The *Federal Register*, 22 June, published an amendment by the CPSC to the safety standard for architectural glazing materials to extend the effective date of the standard applied to tempered glass to 5 July 1981 providing the glass is labelled.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970											
Series in		£ million	£ million			£ million				£ million		
Stock level at end-1977						18,845 p	10,762	1,938	1,946			
1971	101.7	32 677	9 625	1 988	1 922	112	−148	52	18	1 074	279	795
1972	104.0	34 519	9 636	1 721	2 035	35	−145	48	15	126	−701	827
1973	110.8	36 132	10 233	1 730	2 377	1 365	597	102	379	−883	−2 354	1 471
1974	109.1	35 682	10 001	1 964	2 300	561	634	81	−109	−3 515	−5 195	1 680
1975	107.3	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 617	−3 205	1 588
1976	109.8	35 406	9 444	1 633	1 900	97	5	23	9	−859	−3 510	2 651
1977	110.9	35 116	9 087	1 764	2 081	444	234	108	17	165	−1 612	1 777
1976 2nd qtr.	109.3	8 793	2 346	400	468	−12	−66	−20	−45	−281	−909	628
3rd qtr.	109.6	8 879	2 377	414	488	5	−2	14	16	−304	−1 097	793
4th qtr.	111.3	8 928	2 343	422	496	105	73	3	5	−279	−961	682
1977 1st qtr.	110.5	8 758	2 259	419	502	234	125	51	102	−493	−947	454
2nd qtr.	110.9	8 639	2 292	433	508	229	164	39	−5	−365	−764	399
3rd qtr.	111.1	8 829	2 265	456	530	−30	−31	5	−44	537	54	483
4th qtr.	111.2	8 890	2 271	457	541	11	−25	13	−36	486	45	441
1978 1st qtr.	112.1	9 084 p	2 245	446	548	249	125	53	61	−305	−574	269
% change last 2 qtrs. on prev. 2 qtrs.	+0.6	+2.9	−0.9	+1.6	+4.9							
on a year earlier	+0.7	+1.6	−1.9	+7.4	+9.1							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
						% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count		
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	Jan. 1970				1975	1975
£m in base year			16,296										19,462	22,667
Series in				thousands						thousands		thousands		
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	118.7	775.8	3.4	130.9	84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.0	854.9	3.7	147.3	84.5	92.4
1973	110.0	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.1	611.0	2.6	307.0	96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.1	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	226.6	929.0	3.9	150.0[1]	100.0	100.0
1976	101.3	103.2	106.5	104.7	157.1	16.5	299.0	219.6	261.9	1 269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.5	103.8	103.6	107.1	182.0	15.8	340.1	261.7	288.5	1 378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.2	105.3	103.3	104	174.1	16.5	341.5	248.0	280.0	1 329.5	5.6	..	115.7	109.1
2nd qtr.	101.9	102.9	102.5	103	181.9	17.4	347.7	259.2	285.3	1 340.6	5.6	157.7	118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.3	1 414.6	5.9	151.9	124.1	106.4
4th qtr.	102.2	103.2	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1	117.9	102.6
1978 1st qtr.	103.2	104.1	106.3	129	190.6	9.5	326.7	279.0	310.8	1 409.4	5.9	187.7	120.3	114.3
2nd qtr.							340.6 p	284.5 p		1 372.7	5.7	210.3		
July	102.8	104.2	104.8	113	183.8	17.6	344.5	265.8	286.3	1 398.5	5.9	155.2	123.1	110.4
Aug.	102.7	103.3	104.7	116	184.7	16.5	338.8	268.1	287.7	1 410.3	5.9	153.4	123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	291.0	1 434.9	6.0	147.2	125.9	107.5
Oct.	102.0	103.0	102.7	116	186.5	14.1	333.8	271.0	295.8	1 431.5	6.0	156.0	119.4	101.3
Nov.	101.9	102.6	103.1	108	187.4	13.0	329.9	272.0	300.5	1 429.6	6.0	159.4	115.3	98.4
Dec.	102.8	104.0	106.9	104	188.4	12.1	328.0	273.3	304.8	1 422.3	6.0	165.0	118.9	108.1
1978 Jan.	102.9	103.7	104.9	125	189.5	9.9	324.9	277.1	306.3	1 419.2	5.9	180.3	112.2	114.6
Feb.	103.5	104.0	106.8	120	190.6	9.5	324.2	279.2	311.2	1 409.0	5.9	187.0	127.4	111.3
Mar.	103.2	104.5	107.0	142	191.8	9.1	331.0	280.6	314.8	1 400.0	5.9	195.8	121.4	116.9
Apr.	104.8 p	105.5 p	106.7	132	194.6	7.9	337.4	282.7	326.1 p	1 387.1	5.8	203.7	126.1	103.0
May			108.4	124	195.7	7.7	341.5 p	284.6 p		1 366.4	5.7	209.9	120.1 p	112.5
June							342.9 p	286.2 p		1 364.7	5.7	217.4		
% change latest 3 months														
on prev. 3 months	+1.3	+1.2	+0.9	+14.0	+2.4		+4.3	+2.0	+4.4	−2.6		+12.1	+2½	−½
on a year earlier	+1.0	−0.1	+4.9	+25.2	+8.2		−2.0	+9.8	+12.6	+2.4		+33.4	+5½	+3½

p Provisional pe Preliminary e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Overseas royalties and similar transactions: net receipts rise to £91m in 1976

Receipts from overseas for royalties and similar transactions by all UK companies, other than oil companies, exceeded expenditure overseas by £91 million in 1976, two and half times greater than the surplus in 1975 (see table 1).

Receipts rose by 41 per cent to £387 million in 1976, compared with an increase of 12 per cent in 1975. The bulk of this increase was in technological and mineral royalties which rose by 50 per cent in 1976, while artistic royalties were only 3 per cent higher. Within total receipts, those from unrelated concerns overseas rose by 46 per cent to £274 million in 1976, and for the first time since 1972 showed a higher rate of increase than royalty receipts from related concerns overseas. Those from related concerns rose by 30 per cent to £113 million in 1976. Part of the overall increase in 1976 may have been due to the depreciation of sterling against other currencies as this will have increased the sterling value of royalties charged in foreign currencies.

Expenditure overseas for royalties rose by 24 per cent between 1975 and 1976 to £296 million, compared with an increase of 20 per cent in 1975. Within this, payments for technological royalties rose 21 per cent in 1976 while those for artistic royalties recovered from their fall in 1975 to show an increase of 55 per cent between 1975 and 1976. For the first time since 1971 payments to unrelated concerns overseas increased at a faster rate than those to related concerns overseas. Payments to unrelated concerns rose 33 per cent to £116 million in 1976, while those to related concerned increased by 19 per cent to £180 million. For transactions with related concerns as a whole payments exceeded receipts by £67 million, £3 million higher than in 1975, while receipts from unrelated concerns overseas exceeded payments by £158 million, an increase of £58 million.

Analysis by areas and industry for returns received

Tables 2 and 3 give a geographical analysis of receipts and payments in 1976 for companies responding to the inquiry. The broad pattern is similar to that shown in previous inquiries with receipts showing a wider geographical spread than payments.

Receipts from all the main areas increased in 1976, with those from the developing countries increasing faster than those from developed countries. However the developed countries continued to account for the bulk of receipts, with 77 per cent coming from these countries in 1976 compared with 81 per cent in 1975. Western Europe accounted for 29 per cent in 1976, north America for 26 per cent, and the other developed countries for 22 per cent. Just over half the receipts from other developed countries come from Japan.

Related concerns overseas accounted for just under 40 per cent of receipts, but this proportion varied between areas, being responsible for 56 per cent of those from other developed countries and around one-third for those from each of the other three main areas. In terms of the type of royalties, 70 per cent of artistic royalties come from western Europe and north America, but only just over half of technological royalties come from these two areas.

Royalty payments were made almost exclusively to north America and western Europe with other countries taking only 1 per cent of the payments allocated by country. Payments to north America accounted for 74 per cent of the total and western Europe for 25 per cent.

Table 1 Overseas royalties and similar transactions Estimates for all business (excluding oil companies) 1966-76 £ million

	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
Transactions with all overseas concerns											
Receipts											
On printed matter, sound recordings or performing rights	15.7	15.0	21.0	25.5	28.1	29.2	30.9	34.4	46.6	52.6	54.2
Technological and mineral	60.3	66.5	88.2	91.4	114.0	117.8	135.3	167.1	198.7	221.8	332.8
Total	76.0	81.5	109.2	116.9	142.1	147.0	166.2	201.5	245.3	274.4	387.0
Expenditure											
On printed matter, sound recordings or performing rights	9.0	7.2	10.2	11.5	11.7	12.9	15.2	17.1	22.1	20.5	31.7
Technological and mineral	51.3	63.2	81.5	93.3	106.4	110.3	122.6	142.7	176.7	217.9	264.3
Total	60.3	70.4	91.7	104.8	118.1	123.2	137.8	159.8	198.8	238.3	296.0
Balance											
On printed matter, sound recordings or performing rights	6.7	7.8	10.8	14.0	16.4	16.3	15.7	17.3	24.5	32.1	22.5
Technological and mineral	9.0	3.3	6.7	−1.9	7.6	7.5	12.7	24.4	22.0	3.9	68.5
Total	15.7	11.1	17.5	12.1	24.0	23.8	28.4	41.7	46.5	36.0	91.0
Transactions with related concerns											
Receipts											
On printed matter, sound recordings or performing rights	4.5	3.9	4.6	6.0	6.5	6.4	6.5	7.3	12.4	16.2	17.3
Technological and mineral	18.8	23.5	28.1	32.8	37.9	37.0	41.7	51.9	64.4	70.6	95.6
Total	23.3	27.4	32.7	38.8	44.4	43.4	48.2	59.2	76.8	86.9	112.9
Expenditure											
On printed matter, sound recordings or performing rights	3.3	2.2	3.8	4.5	4.5	5.3	5.9	7.9	9.8	8.9	11.3
Technological and mineral	30.1	36.7	46.4	55.4	62.9	64.7	72.5	86.0	110.8	141.9	168.6
Total	33.4	38.9	50.2	59.9	67.4	70.0	78.4	93.9	120.6	150.8	179.9
Balance											
On printed matter, sound recordings or performing rights	1.2	1.7	0.8	1.5	2.0	1.1	0.6	0.6	2.6	7.3	6.0
Technological and mineral	−11.3	−13.2	−18.3	−22.6	−25.0	−27.7	−30.8	−34.1	−46.4	−71.3	−73.0
Total	−10.1	−11.5	−17.5	−21.1	−23.0	−26.6	−30.2	−34.7	−43.8	−64.0	−67.0
Transactions with unrelated concerns											
Receipts											
On printed matter, sound recordings or performing rights	11.2	11.1	16.4	19.5	21.6	22.8	24.4	27.1	34.2	36.3	36.9
Technological and mineral	41.5	43.0	60.1	58.6	76.1	80.8	93.6	115.2	134.3	151.2	237.2
Total	52.7	54.1	76.5	78.1	97.7	103.6	118.0	142.3	168.5	187.5	274.1
Expediture											
On printed matter, sound recordings or performing rights	5.7	5.0	6.4	7.0	7.2	7.6	9.3	9.2	12.4	11.4	20.4
Technological and mineral	21.2	26.5	35.1	37.9	43.5	45.6	50.1	56.7	65.8	76.0	95.7
Total	26.9	31.5	41.5	44.9	50.7	53.2	59.4	65.9	78.2	87.5	116.1
Balance											
On printed matter, sound recordings or performing rights	5.5	6.1	10.0	12.5	14.4	15.2	15.1	17.9	21.8	24.8	16.5
Technological and mineral	20.3	16.5	25.0	20.7	32.6	35.2	43.5	58.5	68.5	75.2	141.5
Total	25.8	22.6	35.0	33.2	47.0	50.4	58.6	76.4	90.3	100.0	158.0

Table 2 Overseas royalties and similar transactions
Receipts from overseas by area and type, 1976
(excluding oil, banks and insurance companies)

Summary of returns received — £ million

Area or country	Total receipts	Total receipts of which: from related concerns	Total receipts of which: from unrelated concerns	Total receipts of which: Printed etc royalties	Total receipts of which: Techno-logical and mineral royalties
Western Europe	75.82	26.62	49.20	14.64	61.18
EEC	55.51	21.31	34.20	11.74	43.77
Efta	10.43	3.47	6.96	2.16	8.27
Other western Europe	9.88	1.84	8.04	0.74	9.14
Northern America	69.29	24.40	44.89	12.14	57.15
Other developed countries	58.98	32.85	26.13	6.06	52.92
Rest of the world	61.76	20.11	41.65	5.32	56.44
Africa	6.19	3.89	2.30	0.32	5.87
Asia	32.94	10.32	22.62	0.36	32.58
Caribbean, Central and Southern America	7.87	4.10	3.77	0.58	7.29
Unallocated by country	10.63	..	..	3.53	7.10
Other	4.13	..	..	0.53	6.60
Total of returns received	265.84	103.97	161.87	38.15	227.69

Table 3 Overseas royalties and similar transactions
Payments overseas by area and type 1976
(excluding oil, banks and insurance companies)

Summary of returns received — £ million

Area or country	Total payments	Total payments: to related concerns	Total payments: to unrelated concerns	Total payments: Printed etc royalties	Total payments: Techno-logical and mineral royalties
Western Europe	55.45	22.73	32.72	5.41	50.04
EEC	33.22	13.43	19.79	4.77	28.45
Efta	21.38	9.27	12.11	0.36	21.02
Other western Europe	0.85	..	..	0.28	0.57
North America	163.64	127.59	36.05	12.93	150.71
Other developed countries	1.43	0.25	1.18	0.45	0.98
Rest of the world	9.68	0.62	9.06	5.09	4.59
Africa	0.14	..	..	..	..
Asia	0.60	..	..	0.45	0.15
Caribbean, Central and Southern America	0.52	..	..	0.38	0.14
Unallocated by country	8.04	—	8.04	4.03	4.01
Other	0.38	..	..	..	..
Total of returns received	230.20	151.19	79.01	23.88	206.32

Related concerns accounted for just over three-quarters of the payments to north America, but for only about 40 per cent of those to western Europe.

Table 4 shows that for companies contributing to the inquiry, payments to related concerns in the United States exceeded their receipts, but this deficit was offset by a surplus on transactions with the other main areas and with unrelated concerns in the United States.

An industrial analysis of royalty transactions in 1976 is given in table 5. Enterprises in manufacturing accounted for 86 per cent of receipts and 94 per cent of payments with the main industries being the chemicals and allied industries and the engineering industries.

Notes and definitions

Definition of royalties. These cover amounts payable to or receivable from related and unrelated concerns overseas on current or capital account, after deduction where appropriate of UK or overseas tax, for artistic royalties – that is on printed matter, sound recordings or preforming rights – and for technological and mineral royalties – these include patents, licences, trade marks, designs, copyrights, mining and quarrying mineral rights, manufacturing rights, use of technical 'know-how' and technical assistance.

Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of UK concerns and lump sum settlements, but sales commissions and registration fees on patents held by UK concerns have not been included.

These figures do not include royalties, etc, that are included in the recorded value of UK imports and exports, eg where charges for royalties, etc, are incorporated in the contract price of capital goods, and cannot be separately distinguished. This ommission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Table 4 Overseas royalties and similar transactions
Receipts and expenditure analysed by broad area, 1976
(excluding oil, banks and insurance companies)

Summary of returns received — £ million

	United Kingdom transactions with: United States	Western Europe	Rest of world	Total
Net receipts analysed by concern				
Receipts (+)				
Related concerns	18.50	26.62	58.85	103.97
Unrelated concerns	43.34	49.20	69.33	161.87
Total	61.84	75.82	128.18	265.84
Payments (–)				
Related concerns	127.35	22.73	1.11	151.19
Unrelated concerns	35.84	32.72	10.45	79.01
Total	163.19	55.45	11.56	230.20
Net receipts				
Related concerns	−108.85	+3.89	+57.74	−47.22
Unrelated concerns	+7.50	+16.48	+58.88	+82.86
Total	−101.35	+20.37	+116.62	+35.64
Net receipts analysed by type				
Receipts (+)				
Printed etc royalties	10.01	14.64	13.50	38.15
Technological	51.83	61.18	114.68	227.69
Total	61.84	75.82	128.18	265.84
Payments (–)				
Printed etc royalties	12.65	5.41	5.83	23.89
Technological	150.54	50.04	5.73	206.32
Total	163.19	55.45	11.56	230.20
Net receipts				
Printed etc royalties	−2.64	+9.23	+7.67	+14.26
Technological	−98.71	+11.14	+108.95	+21.37
Total	−101.35	+20.37	+116.62	+35.64

Table 5 Overseas royalties and similar transactions
Receipts and expenditure analysed by main activity of United Kingdom business, 1976
(excluding oil, banks and insurance companies)

Summary of returns received — £ million

	Receipts: Total	Receipts: Related	Receipts: Unrelated	Expenditure: Total	Expenditure: Related	Expenditure: Unrelated
All manufacturing industries	229.39	98.57	130.82	216.19	143.82	72.37
Food, drink and tobacco	17.78	10.44	7.34	9.05	4.95	4.10
Chemical and allied industries	60.72	24.29	36.43	45.22	23.88	21.34
Metal manufacture	2.27	0.36	1.91	2.24	0.75	1.49
Mechanical and instrument engineering	23.73	13.01	10.72	41.44	33.06	8.38
Electrical engineering	34.34	23.41	10.93	60.54	50.30	10.24
Motor vehicles	3.11	1.35	1.76	1.15	0.08	1.07
Textiles, leather, clothing and footwear	6.03	4.30	1.73	4.46	3.46	1.00
Paper, printing and publishing	12.08	6.37	5.71	8.11	2.27	5.84
Rubber	6.54	5.29	1.25	12.66	4.44	8.22
Other manufacturing industries	62.77	9.75	53.02	31.32	20.63	10.69
Distributive trades	1.10	—	1.10	1.80	1.44	0.36
Other activities	35.35	5.40	29.95	12.21	5.93	6.28
Total of returns received	265.84	103.97	161.87	230.20	151.19	79.01

Also these figures do not include any royalties, etc, which are included indistinguishably in the profits earned by overseas affiliates – that is overseas branches, subsidiaries and associates – of UK companies or by UK affiliates of overseas companies. A study of the effects of knowledge sharing between United Kingdom companies and related overseas concerns, and how far the benefits to overseas affiliates are reflected in direct investment earnings rather than explicitly as royalty payments, is contained in 'Effects of United Kingdom Direct Investment Overseas', final report, by W. B. Reddaway, in collaboration with S. J. Potter and C.T. Taylor (Cambridge University Press, 1968).

Period covered by returns. Companies were asked to make returns for the calendar year 1976, or their nearest accounting year.

Related concerns. These are overseas parent companies, overseas branches, overseas subsidiaries, or overseas associates of the reporting concern. Unrelated companies are any other overseas concerns with which the reporting concern has royalty transactions.

Industrial classification. Companies are classified by their main UK activity, but this may not necessarily reflect the industrial activity to which the transactions relate.

Coverage. The statistics relate to the UK which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

Inquiries: 01-215 3409.

Retailers' stocks in May

Based on the non-seasonally adjusted data of table 1, the level of stocks at book values in May was £28 million higher than the previous month and 11 per cent higher than the same month a year earlier; at constant prices it was 2 per cent higher than a year earlier.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted for May (table 2) suggests little change. The seasonally adjusted volume of retail sales in May rose by 1½ per cent; this is reflected in the ratio of stocks to sales (table 3), which fell back to the level of the first quarter.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,872 million.
2 The book values are valued exclusive of VAT.
3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.
4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.
5 The statistics presented in table 3 were introduced in the article in *Trade and Industry*, 17 March 1978.
6 Long-run series back to 1967 for both table 1 and table 2 were included in the article in *Trade and Industry*, 23 September 1977.

Notes to table 3

1 The index numbers of the level of stocks relate to the end of each time period; the index of sales refers to retail sales during the period.
2 The 1971 = 100 index of retail sales has been rebased on the fourth quarter of 1969 for the purpose of this table.
3 The index numbers of the stocks sales ratio are calculated from unrounded estimates of the data in the previous two columns.

Inquiries: 01-215 3705.

Table 1 **Level of retailers' stocks**

£ million — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1975	2 766	2 814	2 947	2 856	2 948	2 985	2 962	2 963	3 139	3 452	3 700	3 333
1976	3 151	3 195	3 388	3 389	3 382	3 379	3 311	3 319	3 547	3 941	4 229	3 799
1977	3 656	3 726	4 095	4 163	4 165	4 220	4 029	4 037	4 286	4 695	5 170	4 417
1978	4 197	4 220	4 522	4 597	4 625							
Change in book values												
1975	−120	48	133	−91	92	37	−23	1	176	313	248	−367
1976	−182	44	193	1	−7	−3	−68	8	228	394	288	−430
1977	−143	70	369	68	2	55	−191	8	249	409	475	−753
1978	−220	23	302	75	28							
Percentage change on a year earlier												
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22	21	19	22	16
1978	15	13	10	10	11							
At constant (1970) prices – percentage change on a year earlier												
1975	−8	−7	−7	−12	−12	−11	−11	−11	−8	−6	−4	−3
1976	−2	−2	—	5	2	1	1	1	1	2	1	—
1977	1	1	4	5	5	6	3	3	3	2	5	1
1978	2	1	—	1	2							

Table 2 **Retailers' stocks at 1970 prices**

Seasonally adjusted — £ million

	Stocks level	Value of physical increase
1971		
1st qtr	1 668	−14
2nd	1 667	9
3rd	1 688	11
4th	1 700	12
1972		
1st qtr	1 708	8
2nd	1 749	41
3rd	1 734	−15
4th	1 715	−19
1973		
1st qtr	1 807	92
2nd	2 016	209
3rd	2 056	40
4th	2 094	38
1974		
1st qtr	2 074	−20
2nd	2 099	25
3rd	2 062	−37
4th	1 985	−77
1975		
1st qtr	1 941	−44
2nd	1 880	−61
3rd	1 896	16
4th	1 920	24
1976		
1st qtr	1 953	33
2nd	1 908	−45
3rd	1 924	16
4th	1 929	5
1977		
1st qtr	2 031	102
2nd	2 026	−5
3rd	1 982	−44
4th	1 946	−36
1978		
1st qtr	2 007	61
1978		
January	1 968	22
February	1 945	−23
March	2 007	62
April	2 037	30
May	2 039	2

Table 3 **Relationship of retailers' stocks to retail sales**

Index numbers – fourth quarter 1969 = 100 — Seasonally adjusted

	Stock levels at 1970 prices	Retail sales at 1971 prices	Ratio of stocks to sales
1966	91	94	96.0
1967	94	96	96.9
1968	98	100	98.3
1969	100	100	100.0
1970	99	102	96.7
1971	100	104	96.2
1972	101	110	92.2
1973	123	115	107.4
1974	117	113	103.0
1975	113	111	101.8
1976	114	111	102.5
1977	115	108	106.3
1975			
1st qtr	114	114	100.3
2nd	111	113	98.0
3rd	112	109	102.9
4th	113	108	104.3
1976			
1st qtr	115	110	104.4
2nd	112	111	101.0
3rd	113	112	101.5
4th	114	110	103.1
1977			
1st qtr	120	108	111.3
2nd	119	107	111.8
3rd	117	109	107.5
4th	115	109	105.5
1978			
1st qtr	118	111	106.8
1977			
July	114	109	105.0
August	116	109	106.1
September	117	108	108.4
October	118	107	110.2
November	122	107	113.8
December	115	111	103.0
1978			
January	116	109	106.2
February	115	111	103.0
March	118	111	106.1
April	120	111	108.0
May	120	113	106.4

See notes in first column.

Reserves fall in June

UK official reserves fell by $119 million (£64 million) in June. During the month, repayments of $13 million (£7 million) were made on the government's long-term loans from the United States. Accruals of foreign currency borrowing by the rest of the public sector under the exchange cover scheme amounted to $104 million (£56 million) and repayments to $161 million (£87 million). At the end of June, the reserves stood at $16,542 million (£8,891 million.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Manufacturers' and distributors' stocks in first quarter: corrections

Tables 1, 2 and 3 of manufacturers' and distributors' stocks published last week (pages 50, 51) contained a number of errors, mainly the omission of minus signs. Correct versions are printed below.

Table 1 Value of physical increase in industry's stocks at 1970 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1977	14 646	10 762	1 938	1 946
1970	377	325	68	−16
1971	−78	−148	52	18
1972	−82	−145	48	15
1973	1 078	597	102	379
1974	606	634	81	−109
1975	−605	−429	−111	−65
1976	37	5	23	9
1977	359	234	108	17
1970				
1st qtr	33	47	4	−17
2nd	144	117	21	6
3rd	93	75	17	1
4th	107	87	27	−6
1971				
1st qtr	13	13	14	−14
2nd	−53	−89	28	9
3rd	−17	−40	13	11
4th	−21	−31	−2	12
1972				
1st qtr	−54	−83	21	8
2nd	−21	−60	−2	41
3rd	−22	−21	14	−15
4th	15	19	15	−19
1973				
1st qtr	330	199	39	92
2nd	381	166	7	209
3rd	181	111	30	40
4th	185	121	26	38
1974				
1st qtr	−69	−71	21	−20
2nd	284	211	48	25
3rd	345	377	5	−37
4th	46	117	6	−77
1975				
1st qtr	−98	−31	−23	−44
2nd	−186	−74	−51	−61
3rd	−218	−209	−26	16
4th	−103	−115	−12	24
1976				
1st qtr	59	—	26	33
2nd	−131	−66	−20	−45
3rd	28	−2	14	16
4th	81	73	3	5
1977				
1st qtr	277	125	51	102
2nd	199	164	39	−5
3rd	−70	−31	5	−44
4th	−48	−25	13	−36
1978				
1st qtr (r)	239	125	53	61

r Revised

Table 2 Value of the physical increase of stocks held by manufacturing industry at 1970 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles, leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1977	10 762	1 349	1 153	909	5 361	875	1 115	3 575	4 151	3 036
1970	325	11	43	50	222	1	−1	113	122	90
1971	−148	11	17	5	−164	−14	−3	−146	−98	96
1972	−145	20	3	−44	−85	−53	15	−41	32	−136
1973	597	75	95	−8	358	12	65	303	324	−30
1974	634	75	155	26	261	41	76	287	86	262
1975	−429	−99	−44	39	−149	−39	−137	−391	−118	80
1976	5	−1	54	83	−103	−25	−4	−61	10	56
1977	234	22	7	−8	145	29	39	32	68	133
1970										
1st qtr	47	6	19	−11	15	9	8	13	—	33
2nd	117	7	4	19	90	2	−5	56	59	2
3rd	75	4	11	15	48	—	−4	34	17	24
4th	87	−6	8	26	69	−11	—	10	47	30
1971										
1st qtr	13	8	−5	29	−30	8	3	−22	−25	60
2nd	−89	−5	16	−24	−42	−31	−3	−44	−62	17
3rd	−40	−11	−2	−7	−23	6	−3	−44	−4	8
4th	−31	20	9	7	−69	4	−1	−36	−7	12
1972										
1st qtr	−83	7	15	−57	−19	−14	−15	−15	7	−75
2nd	−60	16	−21	9	−65	−11	12	−50	21	−31
3rd	−21	−7	7	−1	−9	−16	5	2	−2	−22
4th	19	3	3	5	7	−11	12	22	6	−8
1973										
1st qtr	199	5	22	20	113	−8	47	89	110	—
2nd	166	25	35	2	92	8	3	94	75	−3
3rd	111	27	21	−9	60	4	10	44	82	−14
4th	121	18	17	−22	93	9	6	77	57	−13
1974										
1st qtr	−71	24	37	−57	−38	−7	−29	64	−24	−110
2nd	211	30	36	7	55	30	53	68	22	121
3rd	377	43	72	43	145	24	49	135	73	169
4th	117	−22	10	33	99	−6	2	20	15	82
1975										
1st qtr	−31	−10	−9	47	−18	−5	−37	−136	18	88
2nd	−74	−50	−23	23	26	−17	−33	51	−22	−1
3rd	−209	−28	−25	−22	−76	−16	−42	−141	−61	−7
4th	−115	−11	14	−9	−81	−3	−25	−63	−52	—
1976										
1st qtr	—	−18	16	−11	10	12	−9	−26	12	13
2nd	−66	−6	15	12	−61	−19	−7	−28	−34	−4
3rd	−2	−1	15	44	−58	−10	7	7	−17	7
4th	73	24	7	38	7	−9	6	−15	48	40
1977										
1st qtr	125	−11	18	13	70	9	26	55	44	26
2nd	164	20	8	12	82	22	22	39	−5	130
3rd	−31	28	1	−11	−43	−2	−3	−26	−32	27
4th	−25	−14	−20	−22	36	—	−5	−36	60	−49
1978										
1st qtr (r)	125	35	34	−17	26	8	39	43	37	45

r Revised

Table 3 Value of the physical increase of stocks held by wholesalers at 1970 prices seasonally adjusted

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials etc	Dealers in industrial materials and machinery
Level of stocks at end 1977	1 938	1 080	159	699
1970	68	15	—	53
1971	52	41	−3	14
1972	48	41	11	−3
1973	102	127	−1	−24
1974	81	6	—	75
1975	−111	−142	−13	44
1976	23	−3	11	16
1977	108	43	2	63
1970				
1st qtr	4	−4	—	8
2nd	21	12	−3	12
3rd	17	−5	−1	24
4th	27	12	4	10
1971				
1st qtr	14	1	−1	14
2nd	28	22	—	6
3rd	13	11	1	2
4th	−2	7	−2	−7
1972				
1st qtr	21	3	−2	20
2nd	−2	2	2	−6
3rd	14	23	3	−11
4th	15	13	9	−6
1973				
1st qtr	39	40	−6	5
2nd	7	14	4	−12
3rd	30	40	2	−13
4th	26	32	−1	−4
1974				
1st qtr	21	23	−1	−1
2nd	48	22	2	24
3rd	5	−21	−3	29
4th	6	−18	2	22
1975				
1st qtr	−23	−44	2	19
2nd	−51	−53	−8	10
3rd	−26	−25	−5	4
4th	−12	−20	−2	10
1976				
1st qtr	26	14	13	−1
2nd	−20	3	−6	−17
3rd	14	−11	6	19
4th	3	−10	−2	14
1977				
1st qtr	51	24	6	21
2nd	39	24	6	10
3rd	5	−7	−16	29
4th	13	3	6	4
1978				
1st qtr (r)	53	21	−4	35

r Revised

Manufacturers' stocks in April

It is estimated that manufacturers' stocks rose by about £100 million at 1970 prices, seasonally adjusted, in April. There appears to have been a substantial rise in finished goods during the month, with a moderate rise in materials and fuel stocks and little change in work in progress.

Monthly figures from July 1977, adjusted to agree with the revised quarterly figures published in *Trade and Industry*, 7 July, and page 102 this week, are shown below:

	Stock changes £ million, 1970 prices seasonally adjusted
1977 July	—
August	−30
September	—
October	+20
November	−50
December	+10
1978 January	+40
February	+70
March	+20
April	+100

Inquiries: 01-215 5215/3176.

Manufacturers' prices rise ½ per cent in June

Output prices

The provisional price index for the home sales of manufactured products increased by ½ per cent in June to 286.2 (1970= 100).

The index for manufactured products other than food, drink and tobacco was also ½ per cent higher. Half of the increase was due to higher prices for vehicles and for products of the bricks, cement etc industries. The index increased by 2 per cent in the latest three months.

Higher prices for animal and poultry foods and for bacon curing, meat and fish products again accounted for most of the ¾ per cent rise in June in the index for the output of the food manufacturing industries. This index increased by 3 per cent in the latest three months.

1970= 100

	April	May p	June p
Output prices (home sales)			
All manufactured products	282.7	284.6	286.2
Products of manufacturing industry other than food, drink and tobacco industries	290.8	292.7	294.5
Products of the food manufacturing industries	304.9	307.9	310.2
Prices of materials and fuel purchased			
By manufacturing industry	337.4	341.5	342.9
materials	342.0	346.6	348.1
coal, gas and electricity	293.2	293.0	293.1
By manufacturing industry other than food, drink and tobacco industries	349.2	353.9	354.7
materials	357.2	362.6	363.5
By food manufacturing industries	315.4	318.1	320.8
materials	315.1	317.9	320.6

p Provisional.

The change in the index for all manufactured products measured over a 12-month period fell for the eleventh successive month to 9 per cent in June. The increase over the latest six months (which includes the seasonally high January) was 4¾ per cent.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry increased by ½ per cent in June to 342.9. Over the last 12 months the index has fallen by ¾ per cent.

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries increased by ¼ per cent in June although the most significant change was lower crude oil prices resulting from a slight appreciation of sterling against the dollar. This index has increased by 3¾ per cent in the latest three months.

The provisional index for materials purchased by the food manufacturing industries rose by ¾ per cent in June. Higher prices for imported cereals and home-produced milk and potatoes were partially offset by lower prices for imported cocoa beans and home-produced bacon pigs. This index increased by 2¾ per cent in the latest three months.

Inquiries: 01-215 3351.

Wholesale textile houses: sales and stocks in April

Sales by wholesale textile houses in April showed a decrease of 1 per cent on a year earlier, compared with an increase of 1 per cent in February and an increase of 3 per cent in March.

The value of stocks at the end of April showed a decrease of 8 per cent compared with the same period last year.

Inquiries: These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 1 Textiles: wholesale sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	−3	..	..
1967	104	−5	..	..
1968	108	4	..	..
1969	103	−5	..	..
1970	107	4	..	..
1971	115	8	..	..
1972	121	5	..	..
1973	134	11	..	..
1974	147	9	..	..
1975	147	1	..	..
1976	146	−1	..	..
1977	149	2	..	..
1976 1st quarter	133	−8	234	7
2nd quarter	127	−6	212	8
3rd quarter	149	2	204	6
4th quarter	176	8	228	2
1977 1st quarter	140	5	252	7
2nd quarter	125	−2	224	6
3rd quarter	153	3	214	5
4th quarter	180	2	228	—
1978 1st quarter	144	3	234	−7
1977 April	139	2	228	10
May	129	1	242	11
June	108	−9	224	6
July	119	3	239	8
August	142	4	227	5
September	199	3	214	5
October	201	9	212	2
November	163	−4	245	7
December	175	—	228	—
1978 January	91	7	213	−3
February	149	1	224	−10
March	191	3	234	−7
April	138	−1	211	−8

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [1]
	Apr 1978	Jan-Apr 1978	Apr 1978
Women's knitted outerwear, blouses and skirts	−25	−5	3
Women's coats, costumes, furs and raincoats	−17	23	23
Women's underwear	−17	−7	−20
Women's hose and children's socks	−9	−3	1
Haberdashery, ribbons and wool	1	4	−22
Children's wear	−39	−25	−18
Men's and boys' shirts, pyjamas and outfitting	−12	−1	−18
Gloves	−9	−7	−39
Piece-goods and nets	52	−23	7
Household textiles	−18	−8	−27
Floor coverings, furniture and hardware	27	16	4
Boots and shoes	−31	−20	−14
Total [2]	−1	2	−8

[1] Including some items not included among the sub-headings.
[2] Values at cost.

Vehicle production: provisional estimates for June

Provisional estimates of vehicle production in the United Kingdom in the five weeks ending 1 July 1978 are shown below. More detailed production figures are due to be published on 27 July.

Thousands

	No of weeks	Passenger cars: Recorded	Passenger cars: Seasonally adjusted (monthly average)	Commercial vehicles: Recorded	Commercial vehicles: Seasonally adjusted (monthly average)
1975	52	1 268	106	380.7	31.7
1976	53	1 333	111	372 1	31.0
1977	52	1 316	110	398.3	33.2
1977					
Jan	4	120	121	34.3	36.7
Feb	4	96	99	33.2	33.3
Mar	5	115	97	42.0	34.2
Apr	4	113	122	29.5	32.2
May	4	140	122	38.9	35.9
Jun	5	117	108	32.8	29.2
Jul	4	75	105	27.0	33.4
Aug	4	79	102	23.5	34.3
Sep	5	116	120	35.3	33.9
Oct	4	103	103	34.1	33.3
Nov	4	113	104	31.0	29.9
Dec	5	128	116	36.5	32.1
1978					
Jan	4	111	112	31.1	33.5
Feb	4	108	112	30.7	31.1
Mar	5	139	126	41.9	36.4
Apr	4	119	121	35.0	36.3
May	4	122	106	37.8	35.4
Jun	5	124	112	33.1	34.1
Jan-Mar 1978			117		33.7
Apr-Jun 1978			113		35.2
Percentage change			−3		+5

Inquiries: 01-212 0788.

National food survey: household food consumption in the first quarter

Main results of the national food survey for the first quarter of 1978 are summarised in the tables. The estimates are derived from records provided by a sample of 1878 households throughout Great Britain.

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) rose by 9p (1.6 per cent), compared with the previous quarter, to £5.39 per person per week. This increase occurred despite the seasonal decrease of 2.4 per cent in the real value of food purchases per head. Compared with the first quarter of 1977, average expenditure rose by 49p (10.1 per cent), but as the general level of food prices paid by housewives rose by only 6.2 per cent, this implies an increase of 3.7 per cent in the real value of household food purchases per head; however, one-third of the latter increase was due to the restoration of potato supplies to a more normal level.

Household consumption of liquid milk fell to 4.45 pints per person per week in the first quarter of 1978 immediately following the increase on 1 January in the average price of ordinary grade milk from 11½p to 12½p per pint. The average price in real terms had fallen very steeply between 1972 and 1974 but has since returned to around the 1972 level; consumption has broadly followed an opposite course. The average price of cheese in real terms has followed a somewhat similar trend to that of milk. Average consumption of cheese in the first quarter of 1978 fell to 3.61 oz per person per week compared with 3.78 oz a year previously, but the level still remained rather higher than in 1972. The situation for butter is rather similar except that the introduction of the EEC subsidy in May 1977 has prevented prices from rising as much as they otherwise would have done, and has also helped to raise the level of consumption from the low average of 4.51 oz to which it had fallen in the second quarter of 1977, to 5.02 oz and 4.74 oz respectively in the two most recent quarters compared with the average of 4.79 oz recorded in 1972. Average consumption of margarine has broadly followed an opposite course to that of butter although over the past year short-term fluctuations in consumption have been greater than hitherto, the irregularities being much less for soft margarine than for other margarine.

Average consumption of eggs was again fully maintained compared with a year earlier.

Average purchases of sugar fell to 11.23 oz per person per week and thus more than offset the exceptional increase noted in the previous quarter, which may have resulted in some build-up of larder stocks; the smoothed trend over the past two and a half years is virtually level and markedly below the level immediately before the shortage of 1974.

The estimates of consumption in table 1 have been obtained by measuring quantities plus free supplies. Some of these estimates, particularly those for carcase meat, are however, subject to large sampling variation because of bulk-buying by households owning a deep-freezer. Because of this, the survey technique has been extended to include measurements of usage from deep-freezers. These measurements enable more accurate estimates of actual consumption (as opposed to purchases) to be derived. When this additional information is taken into account, actual consumption of beef in the first quarter of 1978 is estimated as 8.60 oz per person per week (instead of the 9.15 oz shown in table 1); this represents a decrease of less than 0.5 per cent compared with the similarly adjusted estimate for the previous quarter and an increase of 5 per cent compared with that for the first quarter of 1977.

The adjusted estimate for consumption of lamb was 3.95 oz per person per week in the first quarter of 1978, representing a decrease of 2 per cent compared with the previous quarter but an increase of 4 per cent over the year. For pork the estimate was 3.54 oz, representing an increase of 9 per cent compared with the previous quarter and of 2 per cent over the year.

On average, freezer-owners were building up their stocks of beef and depleting those of lamb to a lesser extent than in the previous quarter, while about half of the stock of pork which they had then built up was used in the first quarter of 1978.

Compared with a year earlier there was very little change in consumption of bacon and of other meats, except for increases in average consumption of poultry from 5.42 oz to 6.38 oz, and of sausages and other non-frozen meat products from 6.21 oz to 6.90 oz.

Household purchases of fish again increased slightly and averaged 4.35 oz per person per week compared with 4.05 oz a year earlier; most of the increase over the year was in purchases of white fish and of cooked fish.

Supplies of most fresh vegetables were at around the normal level for the first quarter of the year; these improvements compared with the corresponding period of the previous year (when supplies had been adversely affected by the weather) resulted in some transfer in demand away from processed vegetables. In contrast, supplies of the main kinds of fresh

Table 1 Estimates of average household food consumption[1]

oz per person per week[2]

	Year 1976	Year 1977	1st qtr 1977	4th qtr 1977	1st qtr 1978
Liquid milk (pints)	4.71	4.54	4.55	4.52	4.45
Other milk (eq. pints)	0.34	0.35	0.33	0.31	0.34
Cheese	3.79	3.80	3.78	3.81	3.61
Butter	5.16	4.70	4.67	5.02	4.74
Margarine	3.06	3.48	3.61	3.80	3.34
Lard and compound cooking fat	1.86	1.88	1.90	2.05	2.05
Eggs: purchases (number)	3.93	3.79	3.86	3.77	3.96
consumption (number)	4.08	4.00	4.04	3.92	4.08
Preserves	2.29	2.36	2.46	2.38	2.33
Sugar	12.20	12.09	11.95	13.34	11.23
Beef and veal	7.62	8.25	7.53	10.67	9.15
Mutton and lamb	4.20	3.97	3.92	3.46	3.76
Pork	2.89	3.32	3.22	3.50	3.42
Bacon and ham, uncooked	4.03	4.34	4.26	4.60	4.29
Bacon and ham, cooked (including canned)	0.99	1.03	0.82	1.11	0.90
Poultry and cooked chicken	6.00	6.17	5.42	6.68	6.38
Other cooked meat (not canned)	0.51	0.47	0.45	0.44	0.43
Other canned meat	2.32	2.08	2.09	2.08	2.07
Offals	1.16	1.21	1.35	1.25	1.27
Sausages, uncooked	3.29	3.47	3.38	3.66	3.69
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.72	0.76	0.58	0.82	0.64
all others (not frozen)	2.13	2.27	2.25	2.31	2.57
Fish, fresh and processed	2.68	2.41	2.47	2.41	2.61
Canned fish	0.65	0.56	0.51	0.53	0.53
Fish and fish products, frozen	1.26	1.20	1.07	1.21	1.21
Fresh green vegetables	11.40	12.15	7.52	14.90	11.71
Tomatoes, fresh	3.94	3.75	1.95	3.53	2.14
Other fresh vegetables	10.58	10.98	10.95	14.29	13.85
Frozen vegetables	3.24	3.63	4.59	2.71	3.26
Canned tomatoes	1.06	1.17	1.21	1.11	1.36
Canned peas	2.84	2.54	2.71	2.44	2.52
Canned beans	3.99	3.97	4.17	4.05	4.00
Potatoes (excluding processed)					
purchases	31.84	35.93	33.84	41.73	45.68
consumption	35.30	40.79	36.28	48.59	47.76
Citrus fruit	4.73	4.90	6.57	4.26	6.64
Bananas	2.89	2.96	2.86	2.81	2.66
Apples	7.44	6.46	7.20	7.05	6.51
All other fresh fruit	3.25	3.20	1.40	2.07	1.28
Canned fruit	3.56	3.19	2.95	3.32	2.95
Dried fruit, nuts and fruit and nut products	1.42	1.33	0.96	2.33	1.00
Flour	6.02	6.46	6.70	6.88	6.03
White bread	26.43	25.80	25.05	26.28	25.69
Brown, wholewheat and wholemeal bread	3.60	3.70	3.78	3.53	3.37
Other bread	3.14	3.22	3.27	2.85	3.13
Buns, scones and teacakes	1.11	1.07	1.15	1.20	1.42
Cakes and pastries	2.85	2.80	2.67	2.87	2.48
Chocolate biscuits	0.99	0.94	0.96	0.99	1.03
Other biscuits	4.63	4.68	4.43	4.71	4.12
Breakfast cereals	3.25	3.30	3.10	3.44	3.28
Oatmeal and oat products	0.49	0.51	0.71	0.58	0.60
Canned milk puddings	1.53	1.36	1.50	1.36	1.48
Tea	2.21	2.07	2.41	2.03	1.92
Instant coffee	0.51	0.36	0.46	0.31	0.41
Canned soups	3.19	2.80	3.58	3.16	3.66
Pickles and sauces	1.66	1.66	1.54	1.95	1.71

[1] Purchases plus 'free' supplies. [2] Except where otherwise stated. Source: Ministry of Agriculture, Fisheries and Food.

Table 2 Estimates of average household food expenditure

pence per person per week

	Year 1976	Year 1977	1st qtr 1977	4th qtr 1977	1st qtr 1978
Total household food expenditure	£4.41	£5.10	£4.90	£5.31	£5.39
Liquid milk	40.80	48.46	46.37	49.50	53.70
Other milk	4.36	4.67	4.15	4.56	5.04
Cheese	12.06	15.10	14.11	16.05	15.78
Butter	12.74	14.36	15.36	15.11	14.94
Margarine	4.67	6.65	6.35	7.56	6.57
Lard and compound cooking fat	2.22	2.73	2.56	3.10	3.08
Eggs	14.04	15.36	15.88	15.45	17.06
Preserves	3.49	3.99	3.97	4.25	4.31
Sugar	8.87	9.11	8.82	10.33	8.64
Beef and veal	35.78	43.08	39.47	53.22	51.78
Mutton and lamb	15.43	17.02	16.44	15.48	16.82
Pork	11.37	13.94	13.30	15.42	16.16
Bacon and ham, uncooked	18.35	20.51	19.85	22.15	21.02
Bacon and ham, cooked (including canned)	6.14	6.60	5.23	7.12	6.26
Poultry and cooked chicken	14.58	17.77	14.92	19.81	18.55
Other cooked meat (not canned)	2.60	2.63	2.55	2.61	2.73
Other canned meat	7.28	7.70	7.30	7.76	7.77
Offals	3.36	3.71	4.12	3.70	4.07
Sausages, uncooked	8.16	9.53	9.09	10.40	10.79
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	2.05	2.40	1.80	2.62	2.13
all others (not frozen)	7.01	8.75	8.26	9.10	10.39
Fish, fresh and processed	10.66	11.72	11.64	12.41	14.44
Canned fish	2.80	2.95	2.53	3.11	3.37
Fish and fish products, frozen	4.80	5.65	4.88	6.02	6.35
Fresh green vegetables	6.66	7.42	7.37	6.27	7.04
Tomatoes, fresh	5.31	6.02	4.24	3.66	5.06
Other fresh vegetables	7.89	8.88	10.29	7.80	9.10
Frozen vegetables	5.31	6.64	8.19	4.65	5.35
Canned tomatoes	1.00	1.26	1.30	1.16	1.46
Canned peas	2.31	2.35	2.38	2.28	2.44
Canned beans	3.48	3.71	3.85	3.79	3.93
Potatoes (excluding processed)	21.27	16.39	22.99	9.25	10.61
Citrus fruit	4.13	4.90	5.97	5.08	6.88
Bananas	2.86	3.50	2.95	3.44	3.36
Apples	5.75	7.28	6.75	7.90	8.02
All other fresh fruit	3.01	3.61	1.50	2.36	1.72
Canned fruit	4.64	5.11	4.39	5.53	5.20
Dried fruit, nuts and fruit and nut products	2.98	4.11	2.67	7.43	3.27
Flour	2.46	3.48	3.20	4.06	3.62
White bread	17.50	20.69	18.95	22.30	22.55
Brown, wholewheat and wholemeal bread	3.13	3.77	3.64	3.78	3.86
Other bread	4.30	5.10	4.99	4.86	5.25
Buns, scones and teacakes	2.03	2.30	2.27	2.48	3.21
Cakes and pastries	7.85	8.85	7.97	9.68	8.81
Chocolate biscuits	3.48	3.99	3.79	4.41	4.75
Other biscuits	8.53	9.99	8.81	10.79	9.58
Breakfast cereals	5.59	6.64	5.97	6.98	6.86
Oatmeal and oat products	0.53	0.64	0.84	0.76	0.81
Canned milk puddings	1.23	1.19	1.28	1.23	1.36
Tea	7.04	12.64	11.01	14.34	12.88
Instant coffee	5.94	8.28	8.10	8.50	10.30
Canned soups	3.08	3.13	3.74	3.70	4.17
Pickles and sauces	2.80	3.19	2.94	3.79	3.46
Other foods	35.35	40.83	38.55	41.54	42.58

fruit – oranges, apples, pears and bananas – were generally dearer and less plentiful than in the first quarter of 1977, and this appears to have stimulated greater purchases of fruit juices rather than of other kinds of processed fruit.

The high level of household flour purchases in December 1977 which had been provoked by disputes in the baking industry was followed by a sharp fall in purchases in January 1978, but by the end of the first quarter, household demand had returned to over 6½ oz per person per week. Purchases of bread in the first quarter were at nearly the same level as a year earlier, and decreases in purchases of some kinds of flour confectionery and cereal products were largely offset by increases in purchases of other varieties.

In the first quarter of 1978, the average price paid by housewives for tea fell by a further 5 per cent and that for instant coffee turned downwards showing a fall of 6½ per cent compared with the previous quarter; these changes were accompanied by some transfer of purchases from tea to instant coffee.

Although the energy and nutrient contents of these household food purchases were on average lower than in the fourth quarter of 1977 (with one exception), this was because the amount of food obtained in that quarter, especially of beef, had been unusually high. The changes in households' deep-freezer stocks, mentioned above, have not been taken into account in deriving the estimates of nutritional value. However, the nutritional quality of the diet in the first quarter of this year tended to be higher than in the corresponding period of 1977. The exceptional nutrient was riboflavin: new analyses of liquid milk, which provides about one-third of the riboflavin in the average diet, have now shown that changes in the breeds of dairy cattle have increased its riboflavin content by more than 25 per cent compared with previous analyses.

Table 3 also indicates that the nutritional value in larger households has improved.

The national food survey, conducted on behalf of the Ministry of Agriculture, Fisheries and Food, is a continuous sampling inquiry into the domestic food consumption, expenditure and nutrition of private households in Great Britain. By obtaining information simultaneously about the quantities, cost and varieties, of food purchased by a random sample of housewives, the survey enables comparisons to be made of dietary and food expenditure patterns and of average prices actually paid for food, not only in Great Britain as a whole but also by different kinds of households. Detailed reports are published annually. The latest volume, published on 15 November 1977, gave information on household food consumption and expenditure in 1976.

Inquiries: Mr S. O. Cooper, Ministry of Agriculture, Fisheries and Food, Government Buildings, Tolcarne Drive, Pinner, Middlesex HA5 2DT, tel. 01-868 7161 ext. 43

Table 3 Nutritional value of household food as a percentage of recommended intakes[1] [2]

	National averages					Households with four or more children			
	Year 1976	Year 1977	1st qtr 1977	4th qtr 1977	1st qtr 1978	Year 1976	Year 1977	Averages of the January-March quarters in the three most recent years	Averages for year ended March 1978
Energy	95	94	93	99	93	91	85	86	87
Protein	121	120	118	124	121	109	101	104	104
Calcium	184	183	182	185	179	160	151	149	153
Iron	103	98	96	102	99	92	82	87	86
Thiamin	122	129	126	133	124	123	120	118	122
Riboflavin	126	128	127	131	138	126	120	127	125
Nicotinic acid equivalent	184	185	180	194	188	176	166	173	171
Vitamin C	166	178	154	173	169	138	145	123	151
Vitamin A (retinol equivalent)	212	210	213	230	224	204	181	204	187
Vitamin D[3]	83	83	84	88	81	70	70	70	69

[1] Department of Health and Social Security. 'Recommended Intakes of Nutrients for the United Kingdom'. Reports on public health and medical subjects, no. 120, HMSO, 1969. [2] All values make allowance for wastage in the home of 10 per cent of the edible portion of food bought, and for expected losses of nutrients during cooking. [3] The survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

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British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 27 May 1978:

	£
Distributors' earnings submitted	
Low-cost films:	
Eligible (after multiplying by 2½)	32 006
Not eligible for 2½ times rental	34 586
	66 592
High-cost films (including newsreels after multiplying by 2½)	320 127
	386 719
Films under 3 000 ft (after multiplying by 2½)	129 748
	516 467
Levy collections paid to agency by HM Customs and Excise to 30 May 1978 including an estimate of collections approximately covering entertainments for the four weeks ended 27 May 1978	699 000

The seventh interim allocation for the twenty-first year will be at the rate of 55 per cent.

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PQ 337 Mechanical handling equipment for fourth quarter 1977
PQ 364 Radio and electronic components for fourth quarter 1977
PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft for first quarter 1978
PQ 383 Aerospace products for fourth quarter 1977
PQ 399.10 Metallic closures for first quarter 1978
PQ 399.12 Miscellaneous metal goods for first quarter 1978
PQ 421 Narrow fabrics for first quarter 1978
PQ 429.2 Miscellaneous textile industries for first quarter 1978
PQ 479 Miscellaneous wood and cork manufactures for first quarter 1978
PQ 481 Paper and board for first quarter 1978
PQ 482.1 Cardboard boxes, cartons and fibreboard packing cases for first quarter 1978

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 7 July 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Wild Geese	BR/E 39664/9/7/83	134	5 July	Rank Film Distributors Ltd	Richmond Film Productions (West) Ltd
Movietone News 2561	BR/E 39585/9/7/83	8	7 July	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
Thank God It's Friday	F 39665	89	5 July	Columbia-EMI-Warner Distributors Ltd	Casablanca Record and Film Works Inc and Motown Production Co, California
The One and Only	F 39666	98	6 July	Cinema International Corporation (UK)	Steve Gordon, New York
Shipwreck	F 39667	101	7 July	Columbia-EMI-Warner Distributors Ltd.	Raffill Productions Inc, California
Badman	F 39668	91	7 July	Oppidan Entertainments Ltd	NEF films Ltd, New York
Memories Within Miss Aggie	F 39669	60	7 July	Oppidan Entertainments Ltd	Asom Films Inc, New York
Bim	F 39670	103	7 July	Oppidan Entertainments Ltd	Gazebo Productions Incorporated, New York
Allonsanfan	F 39671	109	7 July	Artificial Eye Film Co Ltd	UNA Cooperative Cinematografica, Rome

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(a) annually (m) monthly (q) quarterly Weekly statistics are not included

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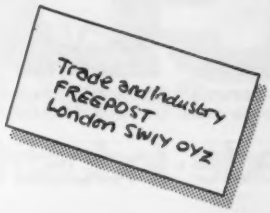

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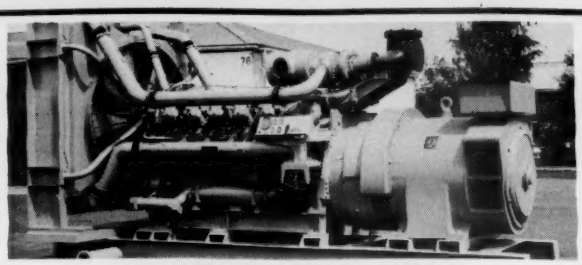

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